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No. 2261.

MAY 26, 1923.

Vol. XCVIII.

"Torch" Brand Preparations

*A Series of Medicinal and Toilet Preparations of
the highest quality of British origin & manufacture.*

ON THE P.A.T.A.

Bark and Phosphorus Tonic
Bottles, 1 6 retail, 10/- doz.

Brilliantine, Solidified
Tins, 1 3 retail, 10/- doz.

Cascara, Glycerinated
2 oz., 4 oz., 1/-, 1 9 retail, 7 6, 12 6 doz.

Chemical Food (Fruit Flavoured)
4 oz., 8 oz., 16 oz., 1/-, 1 9, 3/- retail,
7 6, 12 6, 21/- doz.

Coconut Oil Shampoo
Bottles, 1 6 retail, 11/- doz.

Cod-Liver Oil
4 oz., 8 oz., 16 oz., 1/-, 1 6, 2 6 retail,
6 9, 9/-, 15 6 doz.

Cod-Liver Oil Emulsion
4 oz., 8 oz., 16 oz., 1 3, 2/-, 3 6 retail
9/-, 13 6, 24/- doz.

Embrocation, Universal
3 oz., 8 oz. (cartoned), 1 3, 2/- retail,
9/-, 15/- doz.

Glycerin of Thymol Compound
3 1/2 oz., 8 oz., 1/-, 1 9 retail, 7/-, 11 6 doz.

Hair Tonic
Sprinkler Bottles, 6 oz., 2 6 retail, 18/- doz.

Liver Saline
8 oz., 1 9 retail, 12 6 doz.

Malt Extract
1/2, 1, 2, 4, 7 lbs., 1/-, 1 6, 2 9, 5 3, 9/- retail,
7 9, 11 9, 21/-, 39 6, 66 6 doz.

Malt and Oil (15%)
1/2, 1, 2, 4, 7 lbs., 1 1, 1 7, 2 11, 5 6, 9 6 retail,
8/-, 12 3, 22/-, 41 6, 70/- doz.

Nasal Balm
Enamelled Tubes, 1/- retail, 6 6 doz.

Perfumes Concentrated
19 glass tubes (1 doz. show outers) 14/- doz.
3/- " " (1/2 doz. " ") 24/- doz.

Petroleum Emulsion
4 oz., 8 oz., 16 oz., 1 3, 2/-, 3 6 retail,
9/-, 13 6, 24/- doz.

Saline, Effervescent
Bottles, 1 6 retail, 11 6 doz.

Sugar of Milk
1/2 lb., 1 lb., 1 lb., 1/-, 1 9, 3/- retail,
7 3, 12/-, 22/- doz.

Syrup of Figs, Compound
3 oz., 6 oz. (cartoned), 1 3, 2 3 retail,
9/-, 15/- doz.

Syrup of Hypophosphites Comp.
4 oz., 8 oz. (cartoned), 1 6, 2 6 retail,
11 6, 19/- doz.

Warming Liniment
4 oz. (cartoned), 1 6 retail, 11 6 doz.

COMPLETE LIST ON APPLICATION.

"Torch" Brand Products are subject to 5% off invoice to the Retail Trade on all direct orders to the value of £10 and upwards in one consignment, exclusive of the cost of packages. "Torch" Brand Malt Extract and Malt and Oil is not included in this arrangement.

Allen & Hanburys Ltd.

Telephone :
Bishopsgate 1122 (6 lines).



Bethnal Green, London, E.

Telegrams :
"Allenburys Stock London."

WRIGHT, LAYMAN & UMNEY, LTD.

draw attention to Effervescent Preparations.

Wright's Effervescent Fruit Saline.

An alluring display of luscious fruits, in their natural colours, is artistically represented on labels and cartons.

The Saline is in small grains, pours freely from the bottle, and gives prolonged effervescence. It is a product of the highest standard of excellence.

Minimum Retail Price **1/9** per bottle.

Per dozen **14/6**

Sudden spells of mild weather in the springtime cause immediate demand for effervescent preparations

It is a sound policy to have the goods in stock, ready for instant display.

The following are a few selections from our Illustrated Catalogue. Many styles of label and carton are available.

Universal Grape Saline
Effervescing Saline
Effervescent Universal Saline
Granular Effervescent Citrate of Magnesia
Effervescent Health Salt
Invigorating Health Salt
Hygeia Salt
Phosphorised Liver Salt
Effervescent Liver Saline
Effervescent Sulphur Saline
Artificial Carlsbad Salts
&c., &c., &c.

Customer's name and address printed on labels without charge, for usual quantities.

Wright's Liver Granules.

The Sparkling Morning Draught.

However efficacious they may be, the brackish flavour of the aperient mineral salts is objectionable to everybody.

It is hardly possible to devise a more agreeable method of administration than is offered in
WRIGHT'S LIVER GRANULES.

The flavour is both pleasing and refreshing.

The design of the lever lid tin is quiet but attractive, with convincing letterpress.

Minimum Retail Price **8½d.**

Per dozen **6/-**

WRIGHT, LAYMAN & UMNEY, LTD.
SOUTHWARK, LONDON, S.E.1

What is it?

You will have to be quick!

It is a "bread and butter" line.

Nondescript packings sell no better at half the price of our Speciality and cost only 3d. per dozen less.

In other words the $\frac{1}{2}$ d. per package extra cost yields not less than $4\frac{1}{2}$ d. per sale extra profit.

It also assures you getting the finest tested quality materials money can buy, ready repeats, distinctive packing and absolute immunity from the machinations of the "Cutter."

This line is a perfect example of scientific packing and display.

Combined with skill and experience in manufacture it enables a "live" Chemist to achieve successes of which his less thoughtful competitor has neither knowledge nor appreciation.

To the Senders of the first
six correct replies we shall
present SIX DOZ. small size.

Study our Price List.

YOU DON'T SOLVE IT AND WANT TO KNOW MORE ABOUT IT, SEND US YOUR POSTCARD WITH JUST A QUESTION MARK. YOU WILL RECEIVE SAMPLE AND MORE DETAILS BY RETURN.

**The
Wigglesworth
Way.**

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WESTHOUGHTON, LANCs.

Euthymol

TOOTH PASTE

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NEW CUSTOMERS
TO YOU



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of the present press
and poster campaign
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link up with this publicity
should make a display now.

Details of the available
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request.

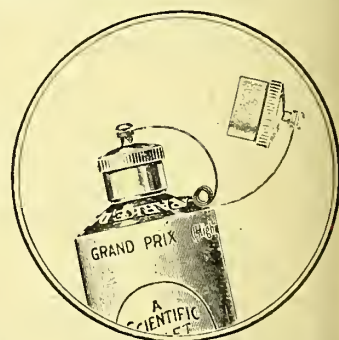
PARKE, DAVIS & Co.

50-54 Beak Street, LONDON, W.1

T.J. 43



Tests upon the recently discovered *B. acidophilus* (the cause of dental caries) show that this germ is destroyed within thirty seconds by Euthymol Tooth Paste in the strength usually applied to the teeth.



The term "captive cap" and the device to which it was applied were originated by Parke, Davis & Co. in 1916. Owing to manufacturing difficulties during the war their use was suspended in 1916. The new "Spring-Cap" makes a strong appeal, and is providing a powerful selling factor.

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for the HAIR & SCALP

THE MAGIC HAIR REMEDY



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It is the greatest Advertising Scheme for a Hair Preparation ever introduced
AND 100% PROFIT FOR YOU

IT WILL PAY YOU TO INVESTIGATE.

Do not wait until later on, but write us at once while you think of it.

We are sending the customers into your shops. Do not send them to your neighbour or competitor, but be sure to have a supply of Silkodono to meet their requirements.

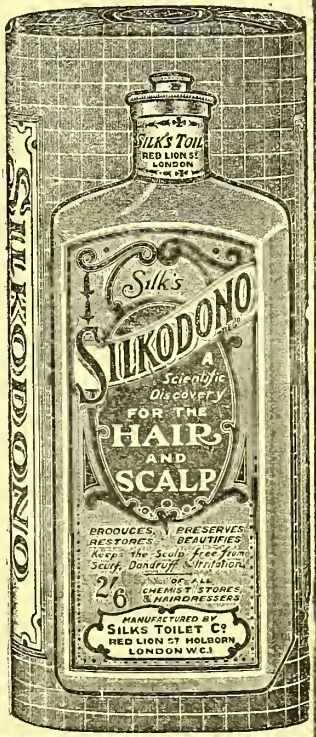
Send for a copy of our Illustrated Catalogue, which contains about 300 Illustrations and about 2,000 Quotations. It is a very useful book of reference, and we are sure you will find a great number of articles that you are looking for at competitive prices.

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8 & 9 Red Lion St., Holborn, London, W.C.1.

Telephone: CHANCERY 8095





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ADVERTISED.
INCREASING
DEMAND.**

Gelatines
Fine Leaf Gelatine, Pure Calf.
"Albion" Brand (In 1-lb. Packets,
112 x 1-lb. to Case)
Made in England.
FINE CRYSTAL GELATINES.
PURE SKIN GELATINES.
POWDERED GELATINES.

Samples on Application.

OURY, MILLAR & CO. 9 MINCING LANE,
LONDON, E.C.3.

Telegrams: "Olmenth London."

Telephone: Avenue 4978.



**PHARMACEUTICAL AND
PHOTOGRAPHIC PRODUCTS**

Manufactured by
LA SOCIÉTÉ CHIMIQUE DES USINES DU RHÔNE.
PARIS.

Acid Acetyl-salicyl (*Powder & Crystal*)
Acid Salicylic (*Powder & Crystal*)
Amidopyrazoline
Antipyrin Salicylate (*Equivalent to Salipyrin*)
Guaiacol Carbonate
Guaiacol Crystals
Guaiacol Liquid
Hydroquinone
Methyl Salicylate

Paramidophenol Hydrochlor.	Salol
Phenacetin	Sodium Hyposulphite (<i>Prismatic Crystal</i>)
Piperazine	Sodium Salicylate
Potassium Sulpho-guaiacolate	Sodium Sulphite (<i>Anhydrous</i>)
Pyrazoline (<i>Phenazone</i>)	Vanillin
Resorcin (<i>Medicinal & Technical</i>)	
Rhodol (<i>Equivalent to Metol</i>)	

**ENQUIRIES SOLICITED FOR
SPOT OR FORWARD
DELIVERY**

R. W. Greeff & Co., Ltd.

HEAD OFFICE:
THAMES HOUSE,
QUEEN ST. PLACE,
LONDON, E.C.4
T. N. CITY 6550 (8 LINES)
TEL. ADD. GREEFF, LONDON.



BRANCH OFFICE:
PALATINE BANK BUILDINGS,
10 NORFOLK ST.,
MANCHESTER.
T. N. CITY 5706-5707
TEL. ADD. GREEFF, MANCHESTER.



Pharmaceutical & Photographic Products

(WHOLESALE QUANTITIES ONLY)

Acetanilid
Acetic Acid
Acetyl Salicylic Acid
Acetone
Aethocaine
Amidol
Amidopyrin
Amidopyrin Salicylate
Barbitone
Benzoic Acid
Benzamine Hydrochlor
Benzamine Lactate
Benzo-Naphthol
Beta-Naphthol
Bismuth Salts
Bromides
Caffeine Pure
Calcium Lactate
Calomel
Chloral Hydrate
Cinchonine and Salts
Cinchonidine and Salts
Citric Acid
Cocaine and Salts
Corrosive Sublimate
Coumarin
Cream/Tartar
Creosote
Creosote Carbonate
Eucalyptus Oil
Formaldehyde

Gallic Acid
Glycerine
Glycerophosphates
Guaiacol and Salts
Heliotropine
Hexamine
Homatropin and Salts
Hydroquinone
Ichthyol Substitute
Kelene
Lactic Acid
Lanoline
Lecithin
Lemon Oil
Lithia Carbonate
Mercurials
Methylene Blue Medicinal
Methyl Salicylate
Methyl Sulphonat
Milk Sugar
Oxalic Acid
Pancreatin
Paraldehyde
Peppermint Oil
Pepsine
Peptone
Phenacetin
Phenazone
Phenolphthalein
Piperazine
Potassium Binoxolate

Potassium Chlorate
Potassium Permanganate
Potassium Sulphoguaicolate
Pyrogallic Acid
Quinidine and Salts
Quinine and Salts
Quinine Ethyl Carbonate
Quinoidine
Resorcine
Rhodol (Equivalent to Metol)
Saccharin
Safrol
Salicylates
Salipyrin
Salol
Soda Benzoate
Soda Hyposulphite
Soda Sulphite Anhydrous
Sugar/Lead
Tannic Acid Leviss
Tannin Albuminate
Tartaric Acid
Terpine Hydrate
Terpineol
Theobromine and Salts
Thymol Crystals
Titanium White
Tropacocaine and Salts
Vanillin
Zinc Oxide
Zinc Phosphide

R. W. Greeff & Co. Ltd.

Thames House Queen Street Place London E.C. 4

Telephone 6550 City
(8 LINES.)



MANCHESTER BRANCH
POST OFFICE BANK BUILDINGS
10, NORFOLK STREET.
TELEPHONE CITY 5706/5707

NEW YORK AGENTS
R. W. GREEFF & CO. INC.
78, FRONT STREET.

"FARRIS'S"

is the Real Old-fashioned Air-Bleached

GENUINE BEESWAX

ABSOLUTELY PURE and ABSOLUTELY SNOW WHITE.

"FARRIS'S" GENUINE YELLOW BEESWAX

is carefully refined and entirely free from dross of any kind.
In slabs about 10 lb. each, also 1-lb., 4-oz., 2-oz., & 1-oz. rounds.

Celebrated for excellence and purity for upwards of three-quarters of a century.

FARRIS'S SPECIALLY REFINED PURE SPERMACETI,
Refined **MONTAN WAX** (the old-fashioned kind), **STEARIC ACID, CERASINE**

ALSO WAXES & OILS OF EVERY KNOWN KIND & FOR EVERY PURPOSE.

The only actual Manufacturing Wax Chandler in the City of London

Helmet Court, Wormwood Street, Bishopsgate, London, E.C. 2.
(Entrance also between 77 & 79 BISHOPSGATE).



A Quick Selling Line!!

Lavender MOTH TABLETS.

Saves Clothes, especially
Woollens and Furs, from
destruction by Moths.

☛ Sample tin free on application.

Price:- 3 dozen @ 5/- per doz.
12 doz. @ 4/9 per doz.

H. & T. KIRBY & Co., Ltd.,
Newman House, WILLESDEN GREEN, LONDON, N.W.2.

Maw's



Page

"Meritor"

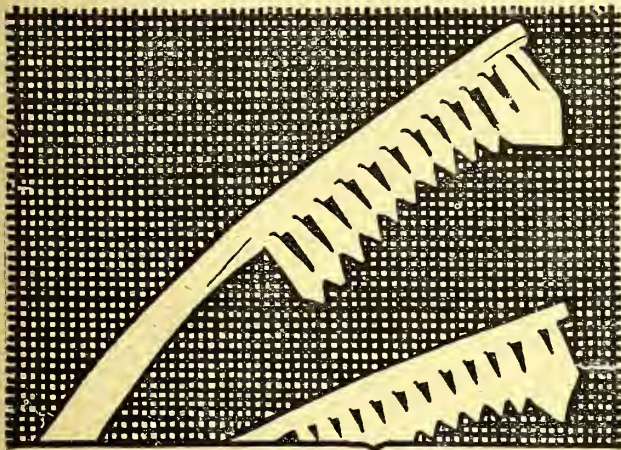
The name that means money to you. The name that is sending customers to your counter every day—the name that is practically your own copyright. No doubt you have seen the first-rate "Meritor" advertisements illustrated with this design that have been appearing in the leading daily papers.

These advertisements are telling thousands of people about the excellent qualities of "Meritor" Brushware generally and "Meritor" tooth brushes in particular. They also state that a "Meritor" brush can only be obtained from pharmacists.

A display of "Meritor" tooth brushes in your window will reap a good reward for you. The well-designed display matter which is always associated with

"Meritor" brushware will help you to make your window doubly attractive, and the guarantee that is given with every brush will ensure certain satisfaction to your customers.

When you are selling a tooth brush, sell a "Meritor," it is well worth your while to do so.



S. Maw, Son & Sons Ltd.
Aldersgate St., London.
and Barnet.

Telephones
City 7
Private
Branch
Exchange

Telegrams
Eleven
Cent
London



Cables,
Eleven
London

Code
A.B.C.
4th & 5th
Edition

Are you prepared

For the big increase in sales now coming?

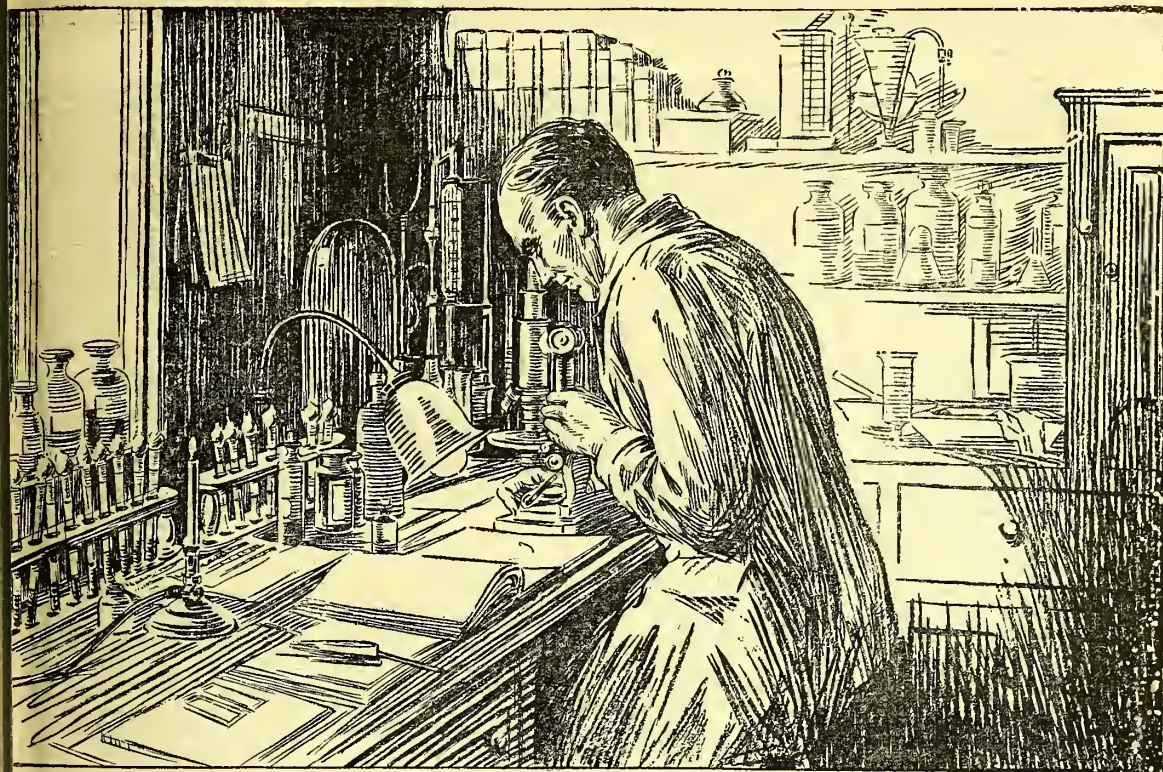
Our new Press campaign started Sunday, May 6th, and our price to the trade of large flat tins **EUCRYL POWDER** is down to 8/-

How are you equipped to meet demand?

Remember the retailer who shows the goods gets the trade, so let your windows proclaim you are there with Eucryl.

Let us pay you for your windows. Get in stocks early. Write us to-day.

EUCRYL, Ltd. - **Southampton**



DRUGS AND CHEMICALS

Everything we buy and everything we make is subjected to the searching tests of our Analytical Department.

It is of immense satisfaction to the pharmacist who is endeavouring to build up a reputation for quality to know that his foundations are true and firmly laid on the guarantee of:—

EVANS

EVANS SONS LESCHER & WEBB, LTD.
LIVERPOOL New York LONDON



Seven Million Potential Buyers!

AROUND the border are shown a number of widely circulated influential papers appealing specially to ladies. It is in these papers—EACH ISSUE ACTUALLY BOUGHT BY OVER SEVEN MILLION PEOPLE and seen by many millions more—that the manufacturers of "Luton" Straw Hat Dyes are making known to the public the undoubted merits of their commodity, and the great advantages to be derived from the home dyeing and renovation of hats.

'LUTON'

STRAW HAT DYES

"ENTIRELY BRITISH—BRITISH ENTERPRISE—
BRITISH LABOUR—BRITISH CAPITAL."

Ladies are always responsive in matters appertaining to fashion, and are rapidly realising that to wear a hat of the exact shade decreed by Dame Fashion does not necessarily mean a new hat. The "Luton" way is the popular way, and the popular way is the retailers' sure road to bigger profits. Supplied in either Dull or Glossy series.

ALL CASES AND CONTAINERS FREE.

A special non-inflammable series is supplied for export.

Write for Trade Terms, Patterns and full particulars of Attractive Advertising Matter for Display, &c.

WHITAKER & CO.

Telegrams: "Dulleite, Kendal." Colour Works, KENDAL. Telephone: 211.
London Office and Showrooms: 61 and 62 Craven House, Kingsway, W.C.2.

"Auroral" Cold Water Dyes

Another Whitaker product which is in great demand. It is the finest cold water dye in the world for dyeing delicate and costly fabrics. Good results always obtained.

"Luton" Fabric Dyes

A splendid hot water dye for all materials, easy to use, perfect results assured.
24 Beautiful Colours.

Ayrton's

for

DRUGS

GALENICALS. EMULSIONS. ESSENCES.
CREMORS. STANDARDISED TINCTURES.
CONCENTRATED INFUSIONS. SYRUPS, &c.

Ayrton's Cremors

are one of the reasons for

Ayrton's progress

We are meeting the enormous demand by new plant, and very few Pharmacists are now outside our ranks. Send us a small introductory order for Cremor Antisepticum in bulk, or packed.

The product will explain the reason why.

SAMPLES AND PRICES ON REQUEST.

EXPORT ENQUIRIES INVITED.

AYRTON, SAUNDERS & CO., LTD.

Manufacturing Chemists,

Hanover Street

::

::

::

LIVERPOOL

Telegrams: "SUNDRIES, LIVERPOOL."

Telephone: ROYAL 4861.

CRUSH-LEMON

The Perfect Lemonade Powder. Sugar Sweetened.

The Right
Drink for:
PICNICS
TENNIS
GARDEN
PARTIES
and
EVERYDAY
USE

A cool drink
for hot Sum-
mer days.



"Little
Lemonada"
sells it for
you.

This striking
showcard in
colours is
sent with all
orders.

We now pack three popular sizes :

8 oz. Enamelled tins (Retail 1/-) 8/6 doz., 3 doz. 8/3 doz., 1 gross 8/- doz.
4 oz. " " (" 7½d.) 5/6 " 6 " 5/3 " 1 " 5/- "
2d. Envelopes, 15/- gross.

ORDER YOUR STOCKS NOW FROM :

POTTER & CLARKE, Ltd.

60, 62 & 64 Artillery Lane, LONDON, E.1.
And at 24 Luna Street, Great Ancoats, MANCHESTER.



Be "in the Swing!"

Stock

MINERAL SPRING

The Chemist's Own Effervescent — not supplied to the Grocery Trade — a thoroughly reliable preparation — long and vigorous effervescence — sparkling appearance — generous protected profit on stabilised retail price — national advertising campaign.

In 1/- & 2/- tins, price 8/- & 16/- doz.

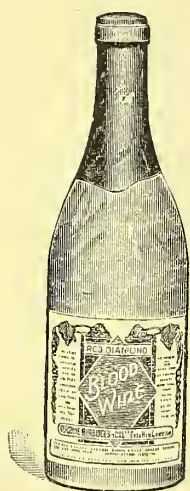
5 gross lots 7/6 & 15/- doz.

THOMAS KERFOOT & CO LTD
BARDSLEY VALE, LANCASHIRE,
& Bardsley House, London, N.1
 ESTABLISHED 1797.

COPYRIGHT

COUNTER REQUISITES

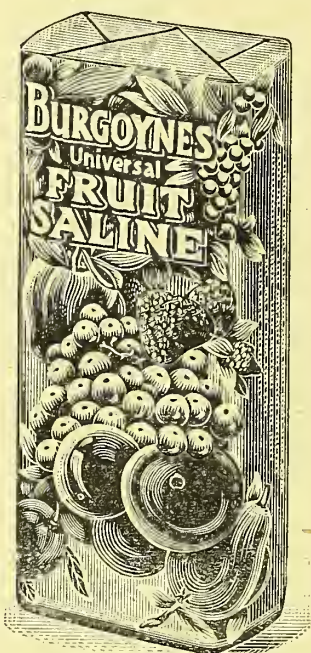
(BURGOYNE)



PACKED IN TWO
SIZES—

6's - to Gallon.
12's - to Gallon.

RED, BLACK AND GOLD
LABEL.



80%

PROFIT ON COST.

Retail Price per Bottle

2/3 P.A.T.A.

SHOWCARDS AND LEAFLETS
SUPPLIED.



SIZES—

2½-oz. Amber Panels
5-oz. „ Rounds
10-oz. „ „

ELEGANT FINISH.

*Our Illustrated List contains many such items.
Write for a copy. ∴ It will interest you.*

BURGOYNE, BURBIDGES & CO., LTD.
East Ham, E.

Make Money from the Summer OLIVE OIL demands

Order now from Goodall's handsome, well-packed Chemist's Line

Already—we write early in May—Goodall's cut quotations for Olive Oil have secured the season's heaviest buyers—men who are in a position to compare the prices of every packer in the country. And Goodall's have secured their orders. There is heavy demand this year and now is the time to place your order, but

Before you buy OILS Let GOODALL'S quote

That is the way—and the *only* way—to ensure buying the best of Oil at the keenest price.

*Our Name, your Name,
or No-name Labels as
you desire—all equally
excellent*

WRITE for PRICES



stating your approximate season's requirements and by return will come specimen labels and a quotation that will get your business. A postcard to-day will ensure you a fine season. Will you send it, please?

GOODALL, BACKHOUSE & CO., LEEDS

Pure Food Gelatine

Our entirely new works at Ghent produces gelatine of all grades conforming to the most severe Pure Food Laws of all countries.

Sole Agent for U.K., Colonies and U.S.A. :

PAUL INGENLATH,
Monument Buildings,
LONDON, E.C.3.

*Phone :
Minorities
2576.

Cables and
Telegrams :
"Ingenlath,
London."

SOCIÉTÉ GÉNÉRALE BELGE DE PRODUITS CHIMIQUES
GHENT BELGIUM
Works also at
AISEAU-HEMIXEM (ANTWERP) & MORNIMONT

"BEST
for
MOTHER
and
BABY"



"**DORSELLA**"
MILK FOOD

Equals Grade "A" Milk
in decorated Air Tight Tins,

16 oz. net. 10 oz. net. 5 oz. net.

2 oz. Samples free.

SPECIAL QUOTATION TO CHEMISTS FOR BULK.

Manufactured by

PRIDEAUX'S FOOD ETC. COMPANY, LIMITED,

Pioneers of the Dried Milk Industry. Eight
Creameries in Dorset, Somerset and Wilts.

London Office : 16 Southwark Street, S.E.1.

Send for Trade Terms and full particulars to :

PRIDEAUX'S FOOD etc. Co. Ltd.
MOTCOMBE, DORSET.



BRAND'S ESSENCE

of Beef, Mutton or Chicken
consists solely of the juice of
the finest meats, prepared
with the greatest care under
the most hygienic conditions.

Essential in the Sick Room.

Sold by all Chemists and Stores.

BRAND & CO., LTD.

Mayfair Works, Vauxhall, LONDON, S.W. 8.

DIABETES



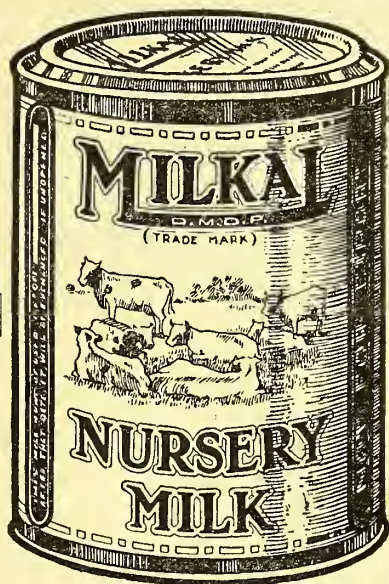
The Cheltine and
Manhu Foods for
DIABETICS
are now manu-
factured under
one management
at Cheltenham
Spa, Eng., and

full particulars as to trade terms and
supplies of advertising matter are
gladly supplied on request to

**THE CHELTINE AND
MANHU FOODS CO.**

Cheltine Works, 17 Cheltenham Spa, Eng.

The Solution of the Clean Milk Problem



1-lb. Size
3/6

$\frac{1}{2}$ -lb. Size
1/9 $\frac{1}{2}$

MILKAL
THE CLEAN MILK

NURSERY MILK

MILKAL
(Full Cream)
NURSERY MILK
(Average Analysis)

MOISTURE	1.50%
FAT	26.00%
PROTEIN.....	27.17%
LACTOSE	33.27%
ASH	6.06%
PRESERVATIVE ...	NIL

AFTER many years of research work a Full-Cream nursery milk in powder form has been perfected. Extensive advertising is now making known to the public that MILKAL (Full-Cream) NURSERY MILK—when mixed with hot or cold water—provides a clean, wholesome milk for infant feeding from birth. Whether in taste or appearance, milk made from MILKAL (Full-Cream) NURSERY MILK in no way differs from liquid dairy milk except that it is *always clean*. An infant feeding chart is shown upon each tin.

Soluble in Hot or Cold Water

The immense sales possibilities of MILKAL (Full-Cream) NURSERY MILK from Druggists and Chemists will be apparent to all in the profession. Write for wholesale prices.

Distributed and recommended by:—

J. LYONS & Co., Ltd.
Cadby Hall, LONDON, W.

(Produced and packed by Dried Milk Dairy Products Ltd., Devonshire and London.)

Hooker's

MALTED MILK

Preferred for its Superior Flavour

In HOOKER'S MALTED MILK, proven dietetic superiority is allied with the popular appeal of an appetisingly delicious flavour, which demonstrates, as nothing else could do, the matchless quality of its all-British ingredients.

To stock and recommend HOOKER'S preparation exclusively, is to multiply your sales of Malted Milk, with a generous accretion of profit to yourself, and increased satisfaction to your customers.

"Lancet" Analysis and Sales Promotion material Gratis.

THEW HOOKER & GILBEY, LTD.,
Buckingham.

H.T.15a.

THE WORLD'S BEST

HONEY

(New Zealand)

"IMPERIAL BEE"

The FINEST QUALITY THAT BEES PRODUCE

BUILD your HONEY TRADE on a sure FOUNDATION
QUALITY means REPEAT ORDERS.

Cases	48×1's ..	Screw-top Glass ..	12/9	per doz.
"	48× $\frac{1}{2}$'s ..	" ..	7/6	"
"	48×1's ..	Monopots	10/6	"
"	48× $\frac{1}{2}$'s ..	"	6/-	"
"	30×1's ..	Glass Tumblers ..	12/9	"
"	18×1 $\frac{1}{4}$'s ..	Glass Toby Jugs ..	17/9	"

CARRIAGE PAID TO ALL PARTS OF U.K.

Special quotations to the Wholesale Trade and large buyers.

Quotations for Bulk (cases of 2/60 lb. tins) of all grades on application.

New Zealand Honey Producers' Association, Ltd.

Sole European Agents:

A. J. MILLS & CO., Ltd.

Produce and Canned Goods Department

14, TOOLEY STREET, LONDON, S.E.1.

And at

Birmingham, Bristol, Cardiff, Glasgow, Leeds, Leicester,
Liverpool, Manchester, Newcastle-on-Tyne

VITAMOGEN

(VITAMINES)

INVALUABLE FOR
SLEEPLESSNESS
NERVOUS DISORDERS
CONVALESCENCE
AND
INFANTS.

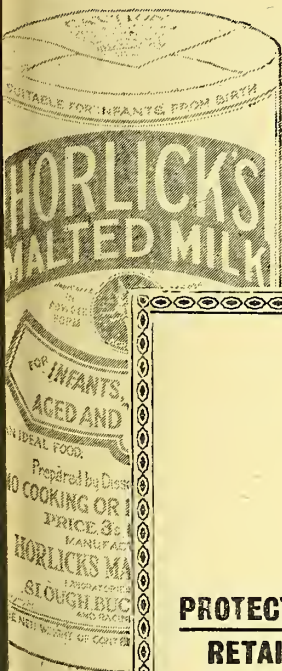
Retail Price - - 2/- and 4/6.

To be obtained of All
Chemists, or direct from

VITAMOGEN, Ltd.

(DEPT. C)

24/26 Holborn, LONDON, E.C.1.



PRICE LIST

May, 1923

PROTECTED RETAIL PRICE		Tablet Form only	Both Powder and Tablet Forms	Powder Form only
		Per Bottle 7½d. 1/3	2/- 3/6	8/6 15/-
PRICE		Per Dozen 7/6 15/-	24/- 42/-	102/- 180/-

Wholesale Price - - less 20%

In £5 lots - less 20% & 5% In £10 lots - less 20% & 10%

Quantities must be figured nett after deducting all discounts.

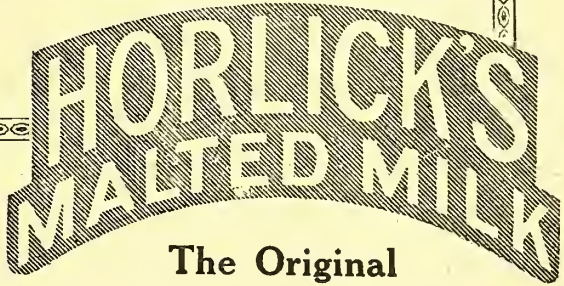
We do not supply direct, or pay carriage on less than £10 parcels, and orders may include all sizes, but should be for full dozens of any sizes, except the 8/6 and 15/-, which may be included in less than dozens.

We reserve the right to supply in the fewest packages possible, but will endeavour always to meet the views of buyers in this direction.

Terms: 30 days nett. 1% for cash within 7 days from date of Invoice.

Made in England by
HORLICK'S MALTED MILK COMPANY,
Slough, Bucks.

Attractive advertising matter for display
and distribution sent free and carriage
paid on application.



Maltine

the DIGESTIVE NUTRIENT

Over Forty Years' Reputation

MALTINE (Trade Mark)
 MALTINE with COD LIVER OIL
 MALTINE with C.L.O. and HYPO.
 MALTINE with CASCARA
 MALTINE with CREOSOTE
 Etc.

MALTOLINE (Trade Mark)
 MALTINE with HYPO.
 MALTINE with IRON
 MALTINE with PARAFFIN
 MALTO-YERBINE (Trade Mark)
 Etc.

MALTINE MANFG. CO., 9, HOLBORN VIADUCT, LONDON, E.C.1

Maltoline

TRADE MARK



Saint-Raphael

Tonic, Restorative,
 Digestive Wine.

Known throughout the World,
 and prescribed in all cases of
 ANÆMIA, DEBILITY, and CON-
 VALESCENCE, to Young Women,
 Children and the Aged.

DOSE : One wine-glass after the
 two principal meals.

Recommended by—
 PROF. BOUCHARDAT, Professor of
 Hygiene, Paris Faculty of Medicine.
 DR. MAC-NAUGHTON JONES, London,
 England.

"For more than thirty years St. Raphaël Wine has been exclusively prescribed, with success, in the Paris hospitals as a pure tonic, by eminent physicians, such as Magendie, Ros on Chomel, Velpeau, Requin, Monneret, Trousseau, Grisolle, Laënnec, &c."—*Union Médicale*, May 8 and June 12, 1873.

"The 'Vin de St. Raphaël' is often used for ladies nursing their own children; it is preferable to stout, which creates an unhealthy fat."—*The Lancet*, London, England.

"St. Raphaël Wine is most precious in all cases where it is necessary to give tone to the system, without effort or shock."—Dr. C. DES BARRES.

Cie du VIN SAINT RAPHAEL, Valence, Drome,
 FRANCE

To be obtained from all
 Wholesale Druggists.

NATURAL HEALTH SALT

The Original Health Salt of the World

Summer-time sales are always high when you have "Natural" for your customer. It is in great demand as a health-giving saline—for it is recognised and acknowledged to be the only Natural Way to Health.



The Save-the-Discs Scheme is proving immensely popular. You can enter the Trade Section now—there are 30 prizes to be won.

If you are not stocking "Natural," send now for particulars and terms to—

Wilkinson & Simpson Ltd
 Manufacturing Chemists,
 NEWCASTLE-UPON-TYNE



*Trufood is continuously
advertised in the medical
and nursing press.*

WEEK in and week out the chief medical and nursing papers carry whole-page announcements of Trufood. The list of media is comprehensive, and effectively covers the professional elements called upon to advise mothers as to the choice of an infant food. As will be seen from the following list, no organ of importance is omitted:—

*The Lancet
British Medical Journal
Medical Press and Circular
Nursing Mirror
Nursing Times
Medical Officer, etc., etc.*

In every announcement you will see the slogan:—

OF ALL PHARMACISTS
in 10oz., 20oz., and 36oz. tins,
at 2s., 4s., and 7s.

These advertisements are also supported by personal calls upon doctors and nurses, and by constant circularisation and sampling. There is nothing at all spasmodic about the Trufood campaign, which is soundly conceived, both ethically and commercially. We count upon you to support our efforts to create good-will between yourselves and the buying public.

THE SUPREME MILK FOOD FOR INFANTS

TRUFOOD

TRUFOOD LIMITED, THE CREAMERIES, WRENBURY, CHESHIRE

London Offices : LEVER HOUSE, BLACKFRIARS, E.C.4

Season—1922



COD LIVER OIL

GUARANTEED GENUINE.

Manufacturers:

BRÖDR. AARSÆTHER A/S, Aalesund, Norway.

LARGEST MANUFACTURERS OF COD LIVER OIL IN NORWAY.

Wholesale only. In 25-gallon tin-lined barrels.

SOLE AGENTS
FOR U.K.:

FREUDENTHEIL, SMITH & CO.

21 Mincing Lane, LONDON, E.C. 3.

Codes used: A B C, 4th & 5th Edit.; and Private.

Tel.: 12513 CENTRAL

Tel. Add.: "FREUDENRUF."

ESTABLISHED 138 YEARS.

R. J. FULLWOOD & BLAND'S



TRADE MARK.

WORLD-RENOUNDED

Dairy Preparations

command the largest sale
in Great Britain and
Ireland, and are used and
recommended at the
PRINCIPAL DAIRY

INSTITUTES.

ANNATTO RENNET

"Oleo" and "Sunbeam" Butter
Colour, Essence of Rennet, etc.31, 33 & 35 Beviden St., Hoxton, London, N.1
And Rennet Works, Ellesmere, Salop.

P.A.T.A. NOTICE

May 22, 1923.

18 Tavistock Square, London, W.C.

Horlicks' Malted Milk Co.'s Preps.

A CORRECTION

Please note that the entry under the above heading on page vi. of the
May Anti-Cutting Record is incorrect, and should read as follows:—

Size	Horlicks' Malted Milk (The Original) Tabs. (Flasks)	Min. Retail Price	Min. Wholesale Price per doz.
7½d	"	7½d.	6/-
1/3	" (Powder and Tabs.)	1/3	12/-
2/-	"	2/-	19/3
3/6	" (Powder form only)	3/6	33/7
8/6	"	8/6	81/7
15/-	"	15/-	144/-

Less 5% in £5 lots. Less 10% in £10 lots.
£10 lots carriage paid and subject to an extra discount of 1% for
cash in 7 days. 30 days net.

Vinum Xericum

BUTTS. HOGSHEADS. QR. CASKS.
108 galls. 54 galls. 27 galls.

Grade A. STRENGTH 16.5°—17° Abs. Alc.

Grade B. " 18—19° Abs. Alc.

James V. Oldham

19 St. Dunstan's Hill, London, E.C.3.

Telephone: Avenue 3013.

PURE ORANGE WINE

A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P.)

Prepared in strict accordance with the Formula of the British Pharmacopœia.

(Wholesale only.)

Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C. 3.

CORRUGATED PAPER, BOXES & PACKINGS FOR ALL PURPOSES

Waterproof Papers, Gummed Paper Tapes, etc. etc.

ENQUIRIES SOLICITED.

Telegrams:
"Corrugated."THE CORRUGATED PACKING MATERIALS CO., LTD.
West Mill, Oxford Street, Ashton-under-Lyne.Telephone:
576 Ashton-
under-Lyne.

London Depot:

**1 SWAN STREET
MINORIES - - E.1**

Telephone - - - Avenue 6255.



OUR London Warehouse at the above address IS NOW OPEN for the prompt despatch of urgent orders. A full range of all lines and specialities in

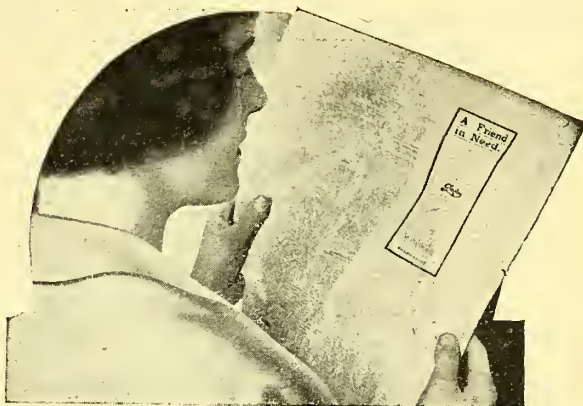
**LOZENGES
PASTILLES
COMPRESSED TABLETS
SALINES & CITRATES**

will be held in stock.

**SPRING, and
SUMMER LINES**

We can now supply our full range of new and attractive showcards, cartons, etc., for the present season.

THOS. GUEST & CO., Ltd.
ANCOATS - - - MANCHESTER.



Giving Advertising a fair chance

AN ATTRACTIVE OFFER

No man, be he Doctor, Lawyer or Pharmacist, ever loses self-respect by being a better Salesman. Pharmacists have greater opportunities for increasing their good-will and business turnover through dignified Advertising than have ordinary retailers.

Will you allow the Glaxo Co-operative Advertising Department to prepare for you, without charge, some personal advertising matter? We can supply

you with ideas, first-class lay-outs, copy, blocks and all the necessary printing instructions for advertising in your local paper, or for a series of "Monthly Messages" for house to house distribution, and, in certain circumstances, will pay our share of the cost of the space. *

Fill in the coupon to-day, and we will send you more definite details of our Co-operative Advertising plans.

Some Unsolicited Testimonials

Messrs. —, Lancashire, write:

"We very much approve of and appreciate your scheme for local advertising."

Mr. —, M.P.S., Buckinghamshire, writes:

"I shall insert four of the advertisements you have been good enough to draw up for me."

Mr. —, L.P.S.I., North Ireland, writes:

"When I came here I tried advertising, and as a result added about £1,000 per year turnover."

Mr. —, M.P.S., Yorkshire, writes:

"I am pleased with the scheme, and feel sure that it will be to our mutual benefit."

CUT THIS OFF AND POST TO-DAY TO

Glaxo,

**CO-OPERATIVE ADVERTISING DEPARTMENT,
56 OSNABURGH ST., LONDON, N.W.1.**

Please send me full particulars of your Co-operative Advertising service. I attach my printed address label hereto.

MACHINERY for the MANUFACTURE OF CONTAINERS

VICKERS LIMITED are specially engaged at their Erith Works, Kent, in the design and manufacture of the most up-to-date plant for making all kinds of pilferproof shipping containers.

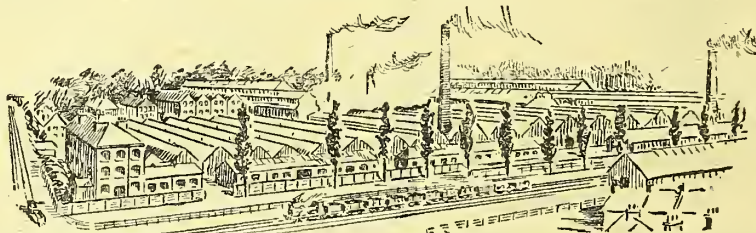
This form of container is lighter and stronger than a wood case—also more convenient as it can be stored in the flat and made up as required. It will also be found to be cheaper. Vickers Limited are in the position to give free advice as to plant and **CAN NOW SUPPLY THE MACHINERY.**

ERITH.

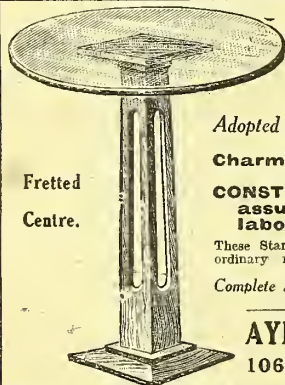
Department No. 75

KENT.

Telephone:
ERITH 68.



Telegrams:
VICKERS
ERITH.



OAK PEDESTALS AND Plate Glass Shelves

Adopted by Leading Window Dressers

Charming and Artistic Effects

CONSTANT CHANGE OF SHOW assured. Window-dressing labour more than halved.

These Stands can be used in conjunction with ordinary rows of Window Shelves if desired.

Complete Sets 27/6, 50/6, 81/6, 96/6 & 97/6

AYRTON-GRAHAM, Ltd.
106 Duke St., LIVERPOOL.



WHOLESALE ONLY

ERNEST TAYLOR LIMITED

BREEZE LANE WORKS,
WALTON, LIVERPOOL

Why not Advertise!

in your Local Paper—
it pays. See the inter-
esting Scheme offered
to up-to-date Chemists
on the previous page.

Write to the "Glaxo" Local Advertising Dept. to-day.



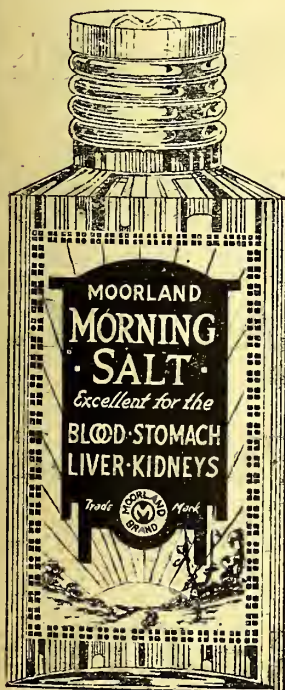
FRUITOL

As we predicted a fortnight ago Fruitol, the new fruit drink, has made a hit. Our friends have been quick to see the advantages of this unique line, and a stream of orders ever on the increase is the result.

Fruitol has the merit of being low priced and very economical in use. It is intended to take the place of other expensive drinks, in addition to its use at any time of the day. At the same time it is an excellent and perfectly harmless beverage for children.

Quick and easy to prepare, with a delicious flavour, it is no wonder that the housewife welcomes the appearance of Fruitol. Very attractive showcards are sent with each order; together with the handsomely labelled bottles you can make an arresting show in your window. It will pay you to do so, for Fruitol carries a very good profit.

7/6 per dozen, 7/3 per dozen gross lots. 7/- per dozen 3 gross lots. Retail 1/-.



MOORLAND MORNING SALT

As a successful seller, this line has no equal in its own class. Packed in strong handsome bottles with cork and aluminium cap, it is pleasant to make and is most effective, both as a salt and as a profit bringer.

Retail 1/9. 11/6 per dozen.
11/- per dozen gross lots.

Show matter free with each order. A complete window display free with a gross order.

W.B. CARPENTERS & WRIGHT L^{ts}
RAWDON LEEDS
Australia. 537-299 CASTLEBROM ST. SYDNEY.
525, FLINDERS LANE, MELBOURNE.
New Zealand. 101, HEREFORD ST. CHRISTCHURCH.
CORNER ALBERT & DURHAM ST. AUCKLAND.

ESTABLISHED 1768.

ANTOINE CHIRIS (Grasse)

Present a few Specialities.



LINALYL ACETATE
ALCOHOL CINNAMIC
PELAGORNATE OF ETHYL

THE SWEET ALMOND OIL

FLORESSENCE VIOLET (new crop)

OIL SYNTHETIC LILAC A.C.

OIL BOIS DE ROSE FEMELLE



ANTOINE CHIRIS LTD.

3 DRAPERS GARDENS, THROGMORTON AVENUE, E.C.2.

ESTABLISHED 1880.

CONCENTRATED TINCTURES *for shipment in bond.*

Guaranteed equal in aroma and therapeutic value to ordinary Tinctures, and when diluted with alcohol of the required strength, as instructed, at once produce Tinctures *corresponding in all respects to the requirements of the British Pharmacopæia, 1914.*

CHAULMUGRA OIL—Fine Pale, Genuine

We are about the oldest importers of the oil in this country.
Cases of 2 × 40-lb. tins free.

ZINC OXIDE (“Puriss”)

The *finest and lightest Zinc made*, exceptionally light, twice sublimed, and in a fine snow-white impalpable powder, testing 99.8%. This is a much higher degree of purity than is usually claimed for a product made on a commercial scale, and a much greater percentage than that given for other leading brands.

LIQUID CARBOLIC ACID. 25-30%

This is a really good Disinfectant at a low price, and far superior to the “cheap” rubbish shipped so largely to the East, containing about 3% which is worthless.

H. E. STEVENSON & CO.

MANUFACTURING CHEMISTS AND WHOLESALE DRUGGISTS

122 Great Suffolk Street - - London, S.E.1

Eau de Cologne

"4711" gives satisfaction and brings repeats.

"4711" takes very little time to sell.

"4711" gives you adequate profit.



Write for particulars of our special
WINDOW DISPLAY TERMS

"4711" is largely advertised.

"4711" is artistically advertised

IT SELLS AT SIGHT.



P.A.T.A. PRICES.

Quarts	-	-	-	56/-	each
Pints	-	-	-	30/-	"
Half-pints	-	-	-	15/-	"
6-oz. Squares	-	-	-	14/-	"
4-oz. Original	-	-	-	8/9	"
2-oz. "	-	-	-	4/9	"
1-oz. Watch Shape	-	-	-	2/6	"



Sole Importer :—

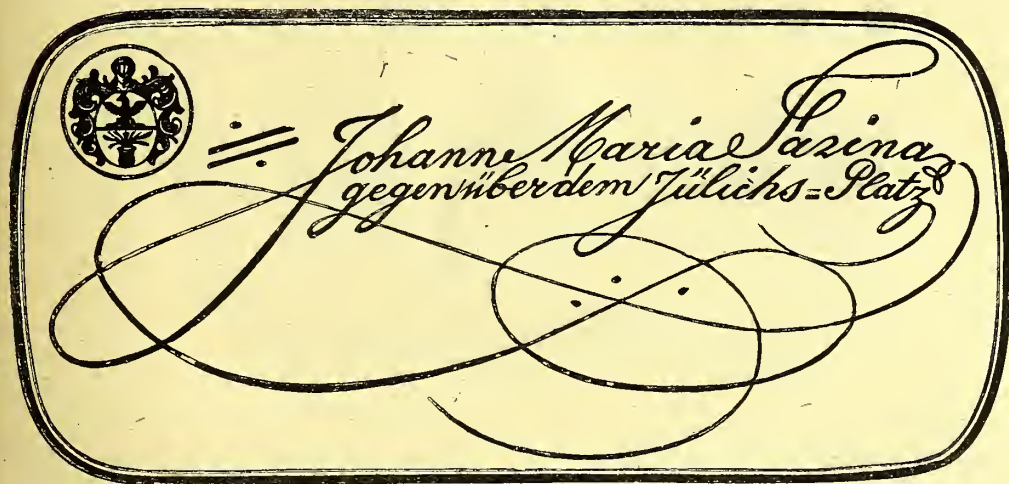
R. J. REUTER, 69 Carter Lane, LONDON, E.C.4

"THE GENUINE" EAU DE COLOGNE

OF
JOHANN MARIA FARINA,
GEGENÜBER DEM JULICHS-PLATZ
COLOGNE

HAS had a world-wide reputation for over 200 years, and has obtained the highest awards at all International Exhibitions—London, 1851 and 1862; Paris, 1855 & 1867; Grand Prize, Paris, 1900.

THE LABEL.



is probably the most widely imitated Trade Mark in the world—but note the inverted "r" (almost like a "z") in the name Farina—no less than thirteen actions have been successfully brought in the High Court of Chancery to protect it.

IT SELLS at sight because it is known to be the genuine and original Eau de Cologne.

Protected — P.A.T.A. — Prices.

	Each		Each
00—Watch Flask ... (1 oz.)...	2/6	No. 3—Double White Bottles (8 oz.)...	16/6
01—Short White Bottle (1 oz.)...	2/6	No. 4—Small Wicker Bottle (6 oz.)...	12/6
0—Watch Flasks ... (2 oz.)...	4/6	No. 5—Medium " " (12 oz.)...	25/-
1—Short White Bottles (2 oz.)...	4/6	No. 6—Large " " (24 oz.)...	50/-
2— " " " (4 oz.)...	8/6		

Every Chemist should send an Order, we pay Carriage.

For Prices and Highly Advantageous Terms apply :

BLACKALLER & PLEASANCE

8 LAURENCE POUNTNEY HILL : : LONDON, E.C.4.

The Popularity of "Harlene Hair Drill"

EVERY DAY EMPHASISES THE NECESSITY
FOR MEETING THE PUBLIC DEMAND.

The widespread publicity initiated by the Proprietors of "Harlene" over a number of years and vigorously maintained right up to the present time continues to draw an immense response from all parts of the country. Thousands of sample parcels are dispatched daily, thus increasing the number of possible customers to retail stores everywhere.



NOTE—The Contents of the Free "HARLENE" OUTFITS comprise :

- | | |
|---------------------------------|---|
| 1. A Trial Bottle of "Harlene." | 3. A Trial Bottle of "Uzon" Brilliantine. |
| 2. A "Cremex" Shampoo Powder. | 4. Illustrated Book of Instructions. |

FOLLOW THE TIDE OF SUCCESS.

Watch the Great Free Gift Advertising Campaign that brings the
Customers to your Shop.

HAVE YOU A GOOD STOCK OF "HARLENE HAIR DRILL" PREPARATIONS ?

*No Chemist or Store can afford to be without
: this unique line of Toilet Preparations :*

"HARLENE" FOR THE HAIR
"UZON" BRILLIANTINE
"CREMEX" SHAMPOO
POWDERS
"ASTOL" FOR GREY HAIR

"ASTINE" VANISHING
CREAM
"ASTINE" TOOTH CREAM
"ASTINE" SHAVING STICK
"ASTINE" NAIL CREAM

For Particulars, Terms, &c., write to

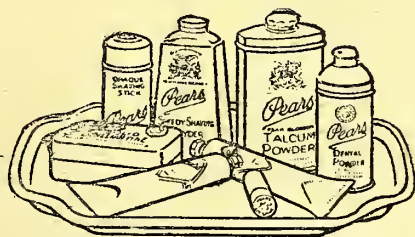
EDWARDS' HARLENE, Ltd. 20, 22, 24 & 26 LAMB'S CONDUIT
STREET : LONDON, W.C.1.

Pears'

GOLDEN SERIES

is now supreme

The accumulated evidence of two years' ever increasing prosperity has definitely proved Pears' Golden Series the most remarkable success that has ever been achieved in the Trade. This is not boasting. We are delighted at such a triumph, of course, but we do not attempt to exaggerate it; the bare facts of ever increasing sales, even through one of the darkest periods of industrial history, are far more effective than any vague and vainglorious statements could possibly be

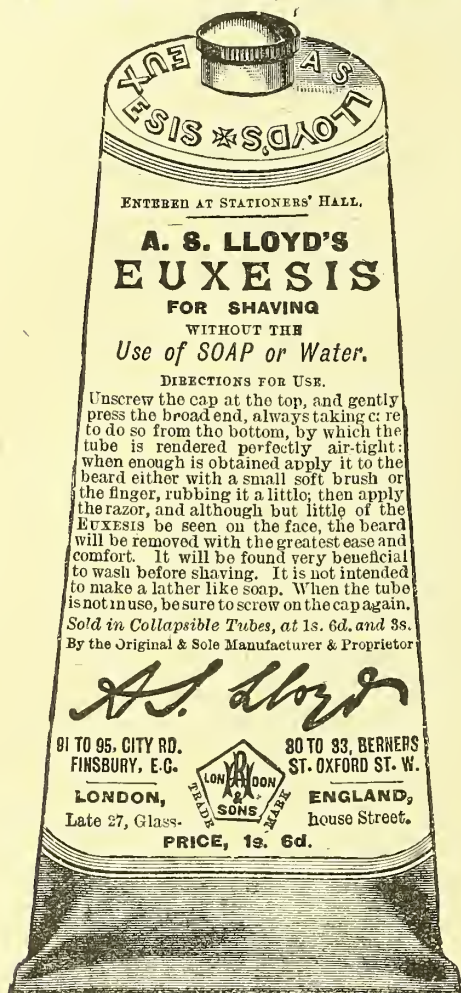


A. & F. PEARS, Ltd.,
71-75, New Oxford St.,
LONDON, W.C. 1.

A. S. LLOYD'S EUXESIS

(THE GENUINE).

For Shaving without Soap, Water, or Brush.



Sold by all Perfumers and Chemists throughout the World.

R. HOVENDEN & SONS having purchased, under an administration suit, the Business of the late A. S. LLOYD, with the Receipt, Trade-Mark, and Goodwill of the celebrated Euxesis, the Trade are cautioned that the original and genuine Euxesis is now manufactured at our Factory ONLY and may be obtained at either of our Warehouses.

PRICES ON APPLICATION.

NOTICE.—THE GENUINE A. S. LLOYD'S EUXESIS bears a label printed in BLACK only on a Yellow ground, with our Trade Mark at the bottom, as illustration.

Proprietors: **R. HOVENDEN & SONS, LTD.**
LONDON: 89-95 City Road, E.C.1; and 29-33 Berners Street, W.1

DEARBORN (1923) LTD.

37 Gray's Inn Road,
LONDON, W.C.1.

Toilet Specialties.

	Price per doz. to Retailer	Selling Price P.A.T.A.
PILENTA SOAP ...	10/-	1/-
A complexion soap.		
PROLACTUM ...	10/-	1/-
For the lips.		
PARSIDIUM JELLY ...	10/-	1/-
For wrinkles.		
ALLACITE OF ORANGE		
BLOSSOM ...	22/6	2/6
A dressing cream.		
BORANIUM ...	22/6	2/6
A hair tonic.		
CLEMINITE ...	22/6	2/6
For a face lotion.		
COLLIANDUM ...	22/6	2/6
For a face tint.		
PERGOL ...	22/6	2/6
A deodorant.		
TEKKO PASTE ...	22/6	2/6
Camphor cream.		
STALLAX ...	22/6	2/6
For a shampoo.		
JETTALINE ...	31/6	3/6
For clearing the skin.		
PHEMINOL ...	36/-	4/-
A depilatory.		
MENNALINE ...	36/-	4/-
For the eyelashes.		
MERCOLIZED WAX ...	31/6	3/6
A face cream.		
STYMOL ...	36/-	4/-
For oily complexions and blackheads.		
SILMERINE ...	22/6	2/6
Hair-curling fluid.		
BARSYDE ...	22/6	2/6
Dandruff eradicator.		
TAMMALITE ...	22/6	2/6
For grey and faded hair.		
LIQUID PERGOL ...	31/6	3/6
To check excessive perspiration locally.		
BICROLIUM ...	22/6	2/6
For whitening the hands.		
HARAPOSA ...	22/6	2/6
Nut oil shampoo.		
COCONOIDS ...	31/6	3/6
For figure development.		

The Products of

Messrs. PARKER, BELMONT & CO.

CLYNOL BERRIES ...	36/-	4/-
For obesity.		
SOFT PALERIUM ...	45/-	5/-
For wrinkles.		
LIQUID NAIL POLISH ...	10/-	1/-
Brilliant and lasting.		

Stocked by ALL Wholesale Houses.

COLONIAL DEPOTS AND AGENCIES.

Australia: ALL WHOLESALE, & DEARBORN (Australia), Ltd., Grace House, Clarence Street, Sydney.
South Africa: LENNON Ltd., Cape Town, etc.
SIVE BROS. & KARNOVSKY, Johannesburg.
India: FRAMJEE & SON, Bombay.
SMITH, STANISTREET & CO., Calcutta.
New Zealand: SHARLAND & CO., Auckland & Wellington.
South America: DEARBORN (South America), Ltd., Calcutta.
Salta 264, Buenos Aires.
Straits Settlements & Federated Malay States: MEDICAL WALL, Ltd., Singapore.

A. S. LLOYD'S EUXESIS.

For Shaving without Soap, Water, or Brush.

CAUTION.

The Labels on GENUINE EUXESIS bear two signatures—
A. S. Lloyd in Black Ink, and that of his Widow,
Aimée Lloyd, in RED. Refuse any other.

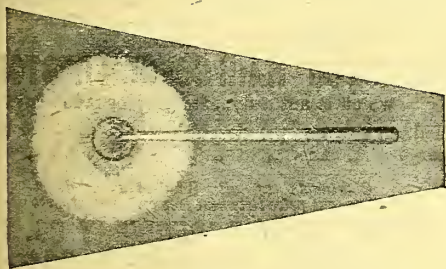
Sole Manufacturers and
Proprietors:

AIMÉE LLOYD & CO.

23 PANTON STREET (formerly named Spur Street),
HAYMARKET, LONDON, S.W.

N.B.—When ordering from Wholesale Houses write LLOYD'S EUXESIS (WIDOW'S).

POWDER PUFFS!



Two-Colour Erinoid Handle Back Puffs
at a Price which meets the demand.

■ ■ ■

THE NOVELTY HOUSE.

■ ■ ■

WILLIAMSON BROS.,
126, SOUTHWARK STREET,
LONDON, S.E.1.

Phone: HOP 3419.

FREE BONUS La Reine des Crèmes



At the commencement of June an Advertisement will appear in the "Daily Mail," announcing that to every purchaser of a Jar of LA REINE DES CREMES a FREE SAMPLE will be given.

We shall supply these FREE SAMPLES with all future orders, also to our customers supplied with LA REINE DES CREMES during April and May, in order to be prepared for the public demand.

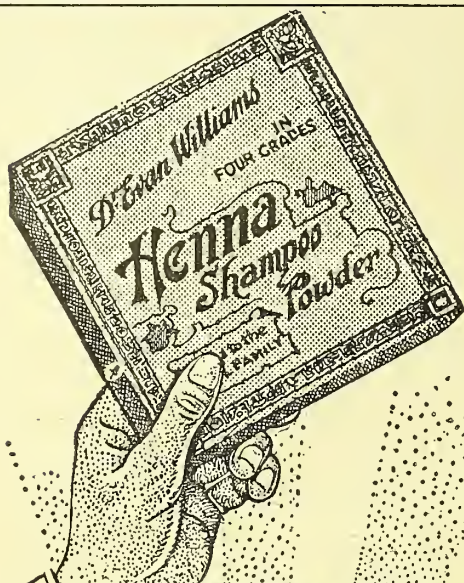
Write for the Samples due to you at once.

CALMON & NEATE

Sole Agents for J. LESQUENDIEU,

8 Gerrard Street, London, W.1.

12 Rue Vivienne Paris.



EVAN WILLIAMS' ORIGINAL Henna Shampoo

One of our Customers says:

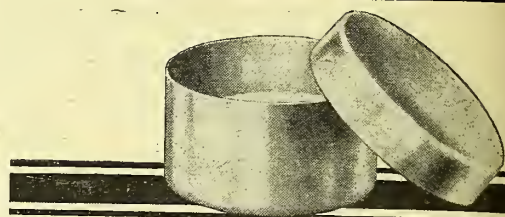
"We are always pleased to handle Evan Williams' Specialities for, amongst other reasons—

"We never get any complaints.

"They are quick sellers.

"You leave the retailer a good margin of profit."

The EVAN WILLIAMS CO., LTD.,
18 & 18a, Ogle St., Foley St., LONDON, W.1.



Patent No.
182294

Tiffin's Dentabath

is a new line that will bring you new business. It sells at sight

The burnished aluminium DENTABATH contains a slowly-soluble antiseptic tablet, which lasts 12 months. Fill with water and drop the denture in. That's all! The solution effectively sterilizes teeth and mounts. Dentists and doctors approve of the DENTABATH. It is a hygienic necessity.

London Wholesalers:
WARRICK BROS.,
6 Nile St., City Rd., N.1.
J.B.C., D5.

Patentees and Makers:
Tiffin's Dentabath Ltd.
37c King Street, South Shields

Carries a good Margin. Retail 4/

Dozen lots, 39/-, carr. forward.
2-doz. lots, 39/- doz. carr. paid.
Neatly cartoned. Showcards & Window Slips with each order.
Single sample, 3/3, plus 4d. postage.

On P.A.T.A. list. Must not be sold under scheduled price.

LOOK at the BIG PROFITS which YOU can derive by stocking the renowned "GALJADO" TOILET PREPARATIONS

One of our many best sellers:—

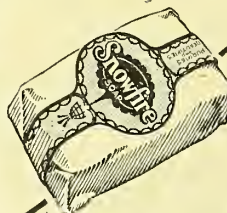
"GALJADO" HAIR COLOUR RESTORER

which is not a dye, for grey or faded hair.

Medium size 12/- per dozen. - S.P. 2/- per bottle.
Large " 22/- " " - S.P. 3/6 " "

Obtainable of all Wholesalers or direct.
- Current price lists sent free on application to

THE GALJADO PERFUMERY CO. LTD.
9 GOSWELL ROAD, LONDON, E.C.1.



A Soap with the "SNOWFIRE" Prestige

"Snowfire" Soap will draw custom to your shop. Free from excess of alkali and containing the special emollient properties which have made "Snowfire" famous, it can be safely recommended for baby's delicate skin or as a toilet soap for the promotion of skin health for either sex.

Snowfire SOAP

Write to-day for terms.

F. W. HAMPSHIRE & CO., Ltd.,

Riverside Works, Derby.

is well advertised, offers liberal profits and prove a custom-drawing addition to your stock.

JAKSON'S PEPPERMINT, LAVENDER & CAMOMILE OILS

are the BEST.

Produced and Prepared by
**THE LARGEST GROWERS & DISTILLERS
IN ENGLAND.**

Distillery :
J. JAKSON & CO. (Mitcham Rd., 1921), LTD.
Mitcham Road, WEST CROYDON.

AGENTS for the U.K. :
F. NEWBERY & SONS, LTD.
27 & 28 Charterhouse Square, London, E.C.1

"SAMBOY"

HAIR TONIC

is made from the purest materials which combined, provide a genuine tonic, unrivalled in its beneficial effect upon the hair and scalp. It is called "a wonderful grower," and may be used by young and old without harm; is especially good in relieving irritation, and cleansing the scalp. It preserves the colour of the hair.

To be obtained from maker on sale or return terms,
but is a ready seller. Everyone likes "Samboy."

"SAMBOY," 22 STRAND, RYDE, I.W.



Obtainable from
your Wholesalers
or direct from

VANITIES LTD.

(Sole British Agents),

15a WHITCOMB STREET, LONDON, W.C.2

Ma Chérie

(REGD.)

Toilet Preparations and Perfumery.

FACE POWDERS 4 shades—White, Rachel, Chair (Natural) and Rose. Three sizes
4/6, 6/6, 10/6 doz.

SOLID POWDERS In 10 shades—White, Rachel, Naturelle, Rose, Rouge, Incarnat, Rouge Foncé, Rouge Brunette I, Rouge Brunette II, and Egyptienne.
In card boxes, with puff ... 4/6 doz.
In gilt metal boxes, with puff 8/6 "

VANISHING CREAM Specially prepared that it may be used as a Day or Night Cream—a real Skin Food in All China Pot, each pot in carton 10/6 doz.

SOAP LEAVES 40 leaves in a book. Sell at sight to all golfers, motorists, doctors, etc. Invaluable for washing in emergency as these can be carried in pocket book. Antiseptic and delightfully perfumed.
30/6 gross.

SHAMPOO POWDERS Each shampoo contains sufficient for 3 wet shampoos. Unbeatable for quality and price,
12/6 gross.

TOOTH PASTE Specially prepared and sweetened with Saccharin to ensure that no anti-dental constituent is contained in its manufacture.
8/6 doz.

DIPLOMAT Regd.
SHAVING STICK in nickel case, 8/6 doz. **RELOADS** for above in cardboard outer, 4/3 doz. (reduced wholesale price).

MA CHÉRIE BATH SOAP 6 in box, assorted perfumes and each tablet packed separately. 5/6 doz. (reduced wholesale price)

MA CHÉRIE BATH SOAP (New Shape)
Made absolutely flat. Will not slide about, each tablet cellophane wrapped. 4 in box assorted perfumes. 6/6 doz. (reduced wholesale price).

NOTE.—In cases where we have reduced wholesale prices P.A.T.A. prices remain as heretofore. Cash discounts and "all goods carriage paid" is not affected by reductions.

MA CHÉRIE BATH SALTS
40 oz. in glass stoppered jar. We beg to advise our numerous clients that the above well-known line has been advanced from 40/- dozen to 60/- dozen and the retail price to 7/6, owing to the advanced cost of production. In 14 different perfumes.
Chemists wishing to make a good investment for the Spring are recommended to lay in a stock at present price.

Johann Maria Farina Eau de Cologne
(Professor Dr. Pilgram)
We have still a small quantity of this line remaining, in 3 sizes as advertised.

MA CHÉRIE, Ltd.

London House : 35 Crutched Friars, E.C.3

Paris

10½d. per box.

Also Manufacturers of the celebrated "ASHES OF ROSES," No. 2, 15/- per doz.; P.A.T.A. 1/9 per box.

**40-42 Lexington Street,
London, W.1**

Great Lister Street - BIRMINGHAM

FOR
GILLETTE-
TYPE AND
AUTOSTROP-
TYPE
HOLDERS.

London: 24 Redcross Street, E.C.1

Why do the public purchase Tooth Brushes from Chemists?

They require the same quality and reliability as they demand in medicines.

Until recently Chemists have retained 90% of the Tooth Brush trade, by selling reliable ENGLISH brushes and leaving the cheap foreign brushes to the fancy shop.

The 2/6 English Tooth Brush shows the Chemist 1/- gross profit

Less 4d. assistant's time and over-head costs = 8d. nett profit.

The 1/- foreign Tooth Brush shows the Chemist 5d. gross profit

Less 4d. assistant's time and over-head costs = 1d. nett profit.

The 9d. foreign brush shows the Chemist 3½d. gross profit

Less 4d. assistant's time and over-head costs = ¼d. nett loss.

The same applies to profits when substitutes are supplied. The customer also judges your other goods on the same footing.

The ADDIS in the BLUE BOX

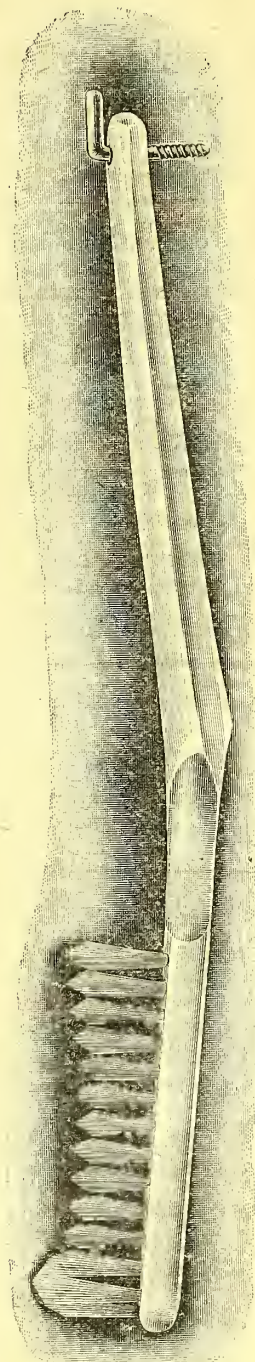
Reg. Design 593367.

Manufactured in England and Guaranteed by THE OLDEST FIRM OF TOOTH BRUSH MANUFACTURERS IN THE WORLD, is the Tooth Brush the PUBLIC REQUIRE.

Shows the Chemist the correct profit. Brings repeat custom.

ADDIS in the BLUE BOX has the proved largest British sales.

WARNING.—It is illegal to make, sell by wholesale or retail, infringements of ADDIS Reg. Design, Brush or Box.



Reg. No. 593367.

OUR
SPONGES
AGAIN
Considerably Reduced
in Price.

Competition Defied.

WRITE FOR SAMPLES AND PRICES
OR CALL AND INSPECT OUR STOCK.

New Showrooms and Warehouses :
25 FINSBURY ST., CHISWELL ST.,
LONDON, E.C.2.

Telephone - - - CLERKENWELL 5428.

The
Sponge Fishing & Importing Co., Ltd.
(Société Anonyme pour la Pêche et l'Importation des Eponges)

Incorporated in Belgium.

Buying Branches at Sfax Tripoli, Kalymnos-Symi, Hydra,
Batabona, Nassau and Florida.

Selling Branches at Brussels, Paris, Barcelona and Hamburg.

No connection whatever with any other Firm.

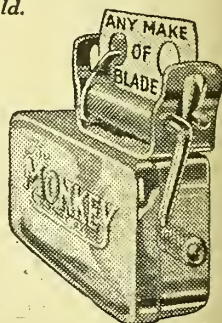
Every Man who Shaves Himself
is a Potential Customer for the
MONKEY STROP

Over 40,000 already sold.

Extensively advertised in
the Daily Papers.
A display in your window
will not fail to attract.

The Monkey Strop
is really efficient and re-
liable and requires no
adjusting.

33 $\frac{1}{3}$ % PROFIT
Samples at dozen rate.
Special offer 6 strops packed
with strutted Show Stand
21/- c.w.o.



"De Luxe" Model, in Nickel-Plated Case.

Retails at 5/6. Wholesale 45/- doz.

Showcards etc. supplied. Orders through Wholesalers.

MANUFACTURERS:

DOUGLAS KIRBY & CO.
(Dept. H2) Eastgate House, Gloucester.

PERFUMERS—SAVE LABOUR !

Headquarters for :

Vanishing Creams, Shampoo Powders, etc., in bulk or packed.
Samples and prices on request. Makers of the "O-Pine-O"
Toilet and Household Soaps. The special feature of these
soaps is that they contain all the natural Glycerine.

A trial will convince as to the very high quality of these goods.

"O-PINE-O" MFG. CO., LTD., Montague Rd., Hornsey, London. N.8.



SHADEINE

FOR COLOURING GREY HAIR

This popular article is largely advertised
and stocked by all Wholesale Houses.
Trial Size 8d., per post 10d. 1/4 size, per post
1/7; 2/6 size, per post 2/10; 3/9 size, per post 4/3;
8d. size, 6/- doz.; 1/4 size, 12/- doz.; 2/6 size,
24/- doz.; 3/9 size, 36/- doz.

THE SHADEINE CO., 58 WESTBOURNE GROVE, LONDON, W.

G. B. KENT & SONS, LTD.

Are known the World over as
the Largest Manufacturers of

**BEST
BRITISH
BRUSHES**

Please write for full Particulars to—

75 Farringdon Road, E.C.1.

DODGE & OLCOTT CO., 20 MARK LANE,
LONDON, E.C.3.

THE "D & O" BRAND
is the "Standard of Quality" for

OILS of BAY, CEDARWOOD, PATCHOULI, PEPPERMINT,
SASSAFRAS, ETC.

BALSAMS of Copaiba, Peru, Tolu.

TONKA BEANS, Angosturas.

Phone—
CITY 2468.

Telegrams—
"EGDARF, FEN, LONDON."

Telegraphic Address :
"Cresswell, Westcent, London."

WORLD'S HEADQUARTERS FOR

Telephone :
No. 1432 Holborn.

SPONGES

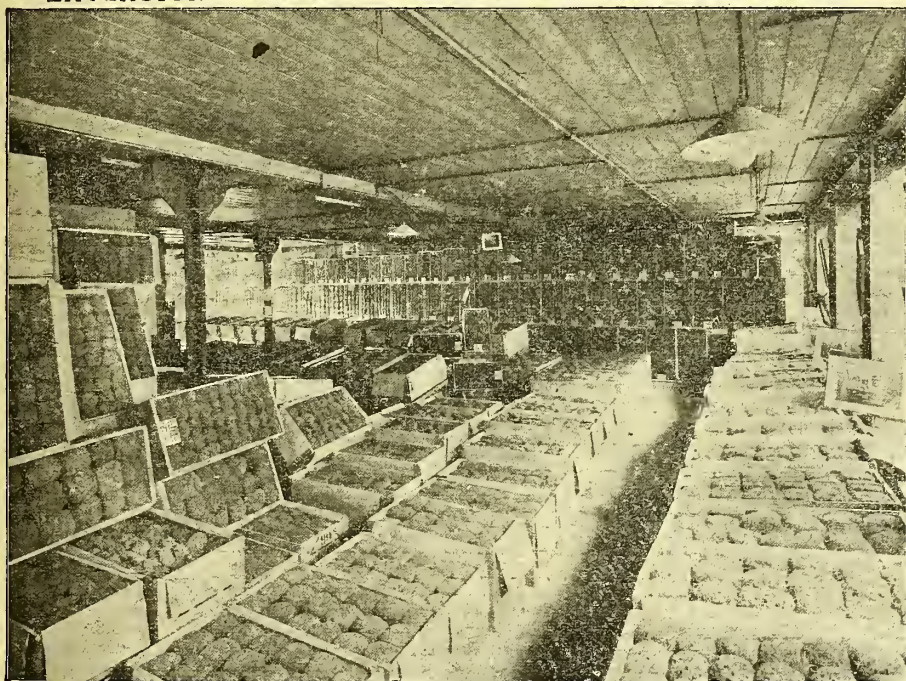
INTERNATIONAL SPONGE IMPORTERS, LIMITED.

CRESSWELL BROTHERS BRANCH

Sponge Importers, Exporters and Merchants, and Chamois Leather Dressers,

18 & 19 RED LION SQUARE, New Warehouses and Steam Bleacheries, LONDON, W.C.
45 1/2 EAGLE STREET,

THE LARGEST DIRECT IMPORTERS WITH THE MOST
EXTENSIVE SPONGE WAREHOUSES IN THE WORLD.



View of one of the Floors (3,000 sq. ft.), where we have on show the Largest Stocks of Original Cases of Honeycomb and Turkey Sponges held by any House in the Trade.

BUYERS
ARE
INVITED
TO
CALL
AND
CON-
VINCE
THEM-
SELVES
OF THIS
FACT.

WE
OFFER
THE
BEST
VALUE
AT
THE
PRICES
GIVEN.

The following abridged List will serve as a guide to Buyers when writing.

UNBLEACHED MEDITERRANEAN SPONGES in Original Cases.

HONEYCOMB.

Extra Choice.
The Pick of all the Fisheries.
Finest Texture and Shape.

Pieces in Case.	Average Price per Piece.
300 Toilet at ...	9/-
250 " " " " " "	1/-
200 " " " " " "	1/6
160 " " " " " "	2/-
140 " " " " " "	2/6
120 " " " " " "	3/-
100 " " " " " "	3/6
90 Medium Bath ...	4/6
80 " " " " " "	5/6
72 " " " " " "	6/6
60 " " " " " "	7/6
45 Large " " " "	8/6
30 " " " " " "	10/6

HONEYCOMB.

Toilet & Bath,
Good 2nd Quality.

Pieces in Case.	Average Price per Piece.
270 at ...	6/-
180 " " " " " "	9/-
170 " " " " " "	1/-
160 " " " " " "	1/6
140 " " " " " "	2/-
120 " " " " " "	2/6
110 " " " " " "	3/-
90 " " " " " "	3/6
80 " " " " " "	4/-
75 " " " " " "	4/6
70 " " " " " "	5/-
65 " " " " " "	5/6
60 " " " " " "	6/6

FINE TURKEY SOLIDS.

SELECTED SHAPES.

Pieces in Case.	1st Quality	Average Price per Piece.
Nursery 200 at ...	...	1/-
Toilet 150 " " " "	...	1/6
" 100 " " " "	...	1/9
" 100 " " " "	...	2/-
" 80 " " " "	...	2/6
Bath 50 " " " "	...	3/-
" 36 " " " "	...	4/-
" 24 " " " "	...	5/-

IMPORTANT NOTICE.

THE CONTENTS OF THE ABOVE CASES WILL BE PRESS-PACKED AND SENT POST FREE TO COLONIAL AND FOREIGN BUYERS WITHIN THE RADIUS OF PARCELS POST

LOOSE GOODS DEPARTMENT.

SPONGES IN SMALL PACKAGES. Fine Turkey. Fine Egyptian and Honeycomb. In 1st, 2nd and 3rd Qualities Bleached or unbleached (state which in ordering). On strings of 1 dozen pieces, or loose in bags. At per doz. : 2s., 3s., 4s., 6s., 9s., 12s., 15s., 18s., 24s., 30s., 36s., 42s., 48s., 54s., 60s., 66s., 72s. Bleached Cuban. At per String or Dozen. Wool, Grass, Yellow and Fine. 1s., 2s., 3s., 4s., 6s., 9s., 12s., 15s., 18s., 24s

Why you
should
stock

Marshall's
LYSOL
DISINFECTANT

BECAUSE it is the only genuine original preparation made after the method which gained for Lysol its pre-eminence as an antiseptic.

BECAUSE substitutes invariably give cause for complaint by reason of their causticity, cloudiness, unpleasant smell and insolubility.

BECAUSE MARSHALL'S LYSOL is guaranteed to be constant in composition, is non-caustic, will not attack the tissues and is altogether pleasant to use.

BECAUSE the ratio of profit to you makes the line worth handling and to stock the real thing is preferable to handling a substitute.

BECAUSE it is advertised widely.

A postcard from you will bring our best terms.

LYSOL LIMITED, Raynes Park, London, S.W.

QUALITY PREDOMINATES

WITH the help of our advertising you have to sell these products the first time only. The second and each successive sale is assured by the quality of the goods themselves. Never be out of stock of these quick-selling, rapidly moving lines. Recommend them with confidence and remember—*every sale means a pleased and satisfied customer.*

REUDEL BATH SALTRATES AND ALKIA SALTRATES

THE BATH PREPARATION PAR EXCELLENCE. cures Corns and all Foot Troubles permanently, stops Rheumatic or other aches and pains within ten minutes.

Sells at 2/- and 3/3 (P.A.T.A.)

The acme of perfection in Salines. Unrivalled for Liver, Kidney, Stomach, Blood and Intestinal Disorders.

Sells at 3/3 a large bottle (P.A.T.A.)

These products simply will not stay on the shelf.

SOME TRULY REMARKABLE TESTIMONY FROM CHEMISTS

READ THESE LETTERS IN SEQUENCE:

CHARLES ROBERTSON
CHEMIST AND
PHOTOGRAPHIC DEALER.
115, Market Street, ST. ANDREW'S.
Wholesale—Glasgow No. 175. Retail—No. 175b. Export—Glasgow

Messrs. Saltrates Ltd.,
London, W.1.

Dear Sirs,

Please send order carriage paid.

Reudel is very restless. I have difficulty in keeping it on the shelf.

This may interest you:— At the same time I received an order for Reudel by post yesterday, I had a customer at my counter calling for a second packet. — A few moments after, another customer called for 3/3 Alkia.

In less than a quarter of an hour I had realised $\frac{1}{2}$ profit, from your advertising. Very interesting, isn't it? I am always interested in results from advertising, being a keen believer in printers ink.

Yours very truly,
Charles Robertson

W. W. CORNISH, M.P.S.
THE PEOPLE'S CHEMIST
The Oxford Pharmacy 188 Lower Ashley Rd
BRISTOL

Messrs. Saltrates Ltd.,
London, W.1.

April 24th.

Dear Sirs:— I was reading through reproduction of Mr Robertson's (St Andrew's) letter on page twelve of to-day's date Chemist & Druggist and I think this afternoon I surpassed his feat. In my shop as above. Four customers following, purchasing Saltrates preparations, as follows.

2/- Reudel Bath Saltrates	} All in } five } minutes } or so.
3/3 Alkia Saltrates	
2/- Reudel Bath Saltrates	
3/3	

Later on in the day I was asked for another 2/- size Reudel, but in this case the customer would not take the 3/3 size, so I missed the sale, having just sold the last small package. I am quite prepared to admit that this is a coincidence that does not often occur, and probably was in part due to other brother Pharmacists being "Sold out". But your preparations are always good sellers with me.

I thought the foregoing would interest you, and it is absolutely authentic, as my Lady Assistant can witness. If the "Fate" wants adorning and I may "point a moral", I would say never load up your shelves with goods that stick there, but to borrow Mr Robertson's "Natty phrase fill up with "restless" goods, which are restleses to the point of removal for "Cash Till Food".

With compliments,
Yours faithfully, *W. W. Cornish*

Note.—The above statements were sent to us without solicitation of any kind.

YOU can stock these goods on Guaranteed Sale Terms. Carriage Paid in United Kingdom on orders for 3 dozen and over, which may be assorted. Special Terms for Window and Counter Display.

SALTRATES LIMITED

Euston Buildings, LONDON, N.W.1.



BUY BEATSON'S BOTTLES

SEE THAT YOUR
SPECIALITIES ATTRACT

*The Chemists who are doing
the business are the Chemists
who turn the work out well.*

*Let us help you to turn yours
out well by supplying you with
a really first-class bottle, beauti-
fully finished on surface, round
and even in mouth, accurate in
capacity, and reasonable in price.*

ESTABLISHED 1751.

Beatson, Clark & Co. Ltd.
GLASS WORKS,
ROTHERHAM.

GLASS BOTTLES

Medical Flats, Panels,
Vials, Limes, Poisons,
Honey Jars, Screw
Pomades, etc., etc.

TOM LAYCOCK & CO.

Cabinet Chambers,
Basinghall Street, LEEDS.

C. MELIN & CO.

ESTABLISHED 1865.

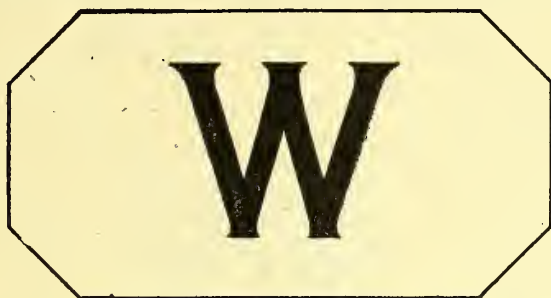
7 INDIA ST., CRUTCHED FRIARS,
LONDON, E.C. 3.

VACUUM FLASKS
GLASS BOTTLES
GLASS AMPOULES
TUBES

PUSH-ON CAPS
AND CORKED.

DIRECT FROM THE WORKS.
WHOLESALE AND EXPORT.

Registered



Trade Mark.

QUININE-TINTED

DISPENSING BOTTLES

— ARE —

Entirely free from Lead and Arsenic

SAFETY FIRST

THE glass is made only from fresh pure materials and is founded in covered crucibles. This is not a cheap way of making bottles, but it ensures that the glass is pure and will not affect the medicines chemically.

Cheap bottles are often made by re-melting old and waste glass collected from different sources. The bottles so made may have a very deleterious effect on the contents, and Pharmacists should beware of this danger.

The pre-eminence of the  bottles has been a recognised fact with the pharmaceutical profession for many years, and the progressive chemist cannot afford in these days of keen competition to be without them. The appearance and safety of his dispensing bottles are of vital importance.

:: SOLD BY ALL THE LEADING WHOLESALE HOUSES. ::

WOOD BROTHERS GLASS COMPANY, LTD.

(EST. 1828)

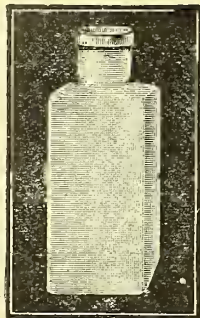
Barnsley

England

GLASSWARE TO THE FRONT!!

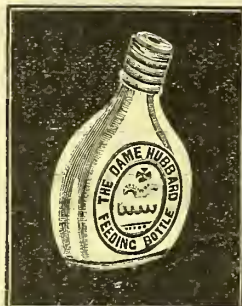
Your trade WILL increase if you display your fancy lines in attractive glassware. We have many useful quick-selling lines and solicit your enquiries *now*.

SPECIAL COLOURED GLASSWARE for FANCY COUNTER TRADE



Cheltenham.

LIMES.
KALIS.
BRILLS.
TABLET
BOTTLES.
POMADES.
PANELS.



SCREW NECK FEEDER.
Dame Hubbard.

MEDICALS
VIALS.
TOBINS.
CANNONS.
TUBES.
&c.



Kali.

CHEMICAL & LABORATORY GLASSWARE.

WRITE US FOR PARTICULARS OF OUR GLASS EGG PRESERVING JARS.

JULES LANG & SON

CHARLTON WORKS, CHARLTON PLACE, ISLINGTON, LONDON, N.1.

Telephones : North 2770-2 (3 lines).

Codes : A B C, 5th Edition, Scott's 10th Edition (1906).

Telegrams : " Assorted, Phone, London."

Bentley's Complete Phrase Code.

BOTTLES

FOR ALL KINDS, WRITE TO— **FREDK. YOULDON** (Formerly Proprietor of E. YOULDON, Established 1840)

Phone :
London Wall 3529.

Portland House, 73 Basinghall St., London, E.C.2

Telegrams :
"Youldon, Stock, London."

BRITISH OWNED.

THE BRITISH **BERKEFELD FILTER**

Filter Cylinder.

H.H. BROWNLOW.
R.S. BROWNLOW.

SARDINIA HOUSE,
KINGSWAY,
LONDON,
W.C.2



BEST HYGIENIC FEEDERS

(SPARE BOTTLES.)

Reduced Price, 68/- per gross.

(Sand-blasted Name on 1 gross lots free.)

Standard Hygienic Feeders

7/- dozen. Boxed with Teat, Valve and Brush.

(1 gross lots at 78/- gross.)

H. W. BOTTLES. BEST ENGLISH.

6x8	6x10	10x8	8x12	10x12
2/6	2/9	3/3	3/9	4/3 each.

Yorkshire Dispensing Bottles

2-oz.	3-oz.	4-oz.	6-oz.	8-oz.
12/-	13/-	13/-	15/-	15/- gross.

10-oz.	12-oz.	16-oz.	20-oz.
20/-	21/-	25/-	28/- "

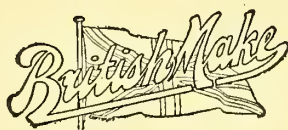
Carriage Paid, Cases Free, 6-gross assorted lots (100 mile radius), Name Plate free if 20 gross taken over a period of twelve months.

ALL SUNDRIES AT COMPETITIVE PRICES

THOS. SWALES

SUNDRIES

20/24 Butts Court & 89 Albion St., LEEDS



SUPPORT HOME INDUSTRIES.

SPECIFY ROBINSON'S

CHEPETTE BOXES

when ordering from your
Wholesale House.

✱

Both quality and appearance
are superior to the poor grade
Willow Boxes of German and
Austrian make.

✱

Deliveries are prompt and
reliable.

✱

Prices have been reduced and
the good quality maintained.

ROBINSON & SONS, LTD.

CARDBOARD BOX MANUFACTURERS,

~ CHESTERFIELD.

Cellophane

What Is It?

CELLOPHANE

is a transparent film of pure Cellulose, absolutely air, grease, and odour proof, unaffected by cold, heat or moisture, and sterilisable.

An ideal wrapping for Soap, Drugs, Tablets, Bath Crystals, Perfumery, Provisions, Sweets, Surgical Dressings, Articles of Toilet, Sponges, etc., etc.

Will keep your Goods, Boxes, Bottles, and delicate Labels clean on the Counter and in Shop Windows, allowing the Articles to be seen by transparency. Can be had colourless, coloured and embossed.

Also in the shape of Labels for Bottles, and Discs for Creams, Ointments, Boot Polish, &c.

Cellophane Envelopes and Bags, printed or not.

Agents Wanted where not represented.

Prices, Samples and Particulars from

The CELLOPHANE COMPANY

(GUSTAVE LECLERCQ).

7, 8 & 9 Bird Street, LONDON, W.1.

HARVEY'S

Watts' Embrocation, or Curb Bottle.
Aconite Powders.
Worm & Condition Powders.
Watts' Red Lotion.
Hair-Restoring Ointment
Edos, or Tasteless Purging Powder.

HARVEY'S

Great Remedies for the Horse

*Protected Prices
(P.A.T.A.)*

HARVEY'S

Koppos Powder.
Parasiticide.
Thrush Specific.
Hoof Ointment.
Hair Restorer. (Human)

Of all the leading Druggists' Sundries Houses.

HARVEY & COMPANY, Ltd., Dublin.

Continuous and Steadily Advertised Goods FOR DESTROYING RATS AND MICE

DANYSZ VIRUS

Retail Price (protected). Net Wholesale Prices.
Virus for Rats and Mice, single tube, 2/- .. 15/- per doz.
3 tubes, 5/- ..
Virus for Mice only - single tube, 1/6 .. 9/-
3 tubes, 3/-
Date-expired tubes returned to us postage paid will be exchanged free of charge.

Danysz Virus in Liquid Form

Retail Price. Wholesale Price.
Quart Bottles 6/- each .. 4/6 each
Pint " 4/6 " .. 3/9 "

HALLER'S EXTRACT OF SQUILL and DANZO RAT KILLER

Discount off Retail Prices 25% Monthly Account, or 33% cash with order.

	Retail	Monthly a/c	Cash with order
1/2 gall. tins .. 10/-	7/6	6/8	
1 " " .. 18/-	13/6	12/-	
5 " " .. 80/-	60/-	53/4	

DANZO BEETLE POWDER

For destroying Blackbeetles, Cockroaches, Crickets, &c.
Retail Prices (protected). Wholesale Prices per doz.
In tins 3d. .. 2/1
" 6d. .. 1 3/8
" 1/- .. 1 7/5
" 2/6 .. 1 18/-
Danzo Beetle Powder will not deteriorate by keeping.
CARRIAGE PAID ON ALL ORDERS.

To be obtained from

HALLER LABORATORIES, LTD.,
325 Borough High Street, LONDON, S.E.1

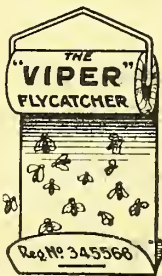
Telegrams: "Virudana, Sedist, London."

Telephone: Hop 2717

Make More Money

and ensure satisfaction to your customers by selling VIPER and FLYSAC Fly-catchers. They pay best and sell best.

THE
"VIPER"
Reg. Trade Mark



In three widths:
2 in., 3 in. & 4 in.

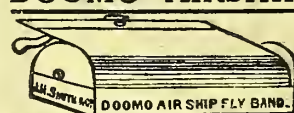
THE
"FLYSAC"
Reg. Trade Mark



The daintiest Flycatcher
on the market.

Write for samples and prices:

Sole Makers **KAY BROTHERS Ltd., STOCKPORT**

DOOMO AIRSHIP FLY BAND

Write for quotations
A wide, long band,
sticky on both sides.

SMITH & CO., Doomo Works, NEWARK

The Best Hand-made Cigarette in a New Packing

Corinthian Sundried Virginia

The Brand to Handle. 1/4 per box of 20.

Carriage paid on any quantity. ALL TOBACCO SUNDRIES.

Enclosure sent to Wholesale London Houses.

SADLER & MOORE, Spital Square, London, E.1
Bishopsgate,

CUFF'S FLY OIL

For Maggots in Sheep.

The cure for this troublesome complaint that has stood the test of nearly a hundred years.

Write for lowest carriage paid terms
and Window Show allowance.

**J. H. CUFF & SONS, Wholesale Chemists
and Druggists,**
(Harcombe Cuff Ltd.)

453 Caledonian Road - London, N.7.

"I Have Noticed a Decided Increase in 'Rodine' Sales"

In these days of bad trade it is a pleasure to have a testimony from a Chemist that something is selling, and it is a greater pleasure to us to think that the quick selling proprietary is "RODINE."

Mr. Percy Horne, Chemist, Swanley, writes:—April 12, 1923. "I thank you for the loan of the rats which I now return. The result of the show has been to help the sale of 'Rodine.' I have noticed a decided increase in the amount sold since I made the Display."

Now is the time to get going when the great need is for Rat Extermination. Send for your Display and arrange to make it during this month. It pays to push Rodine. Get it direct from the Sole Maker and Proprietor:—

T. HARLEY, Manufacturing Chemist, PERTH, Scotland.



To CHEMISTS and DRUG STORES, IT PAYS to sell FARMER'S "BAITED"

PHOSPHOR PASTE

made from an improved formula. It is the BEST RAT and MOUSE POISON IN THE WORLD.

Jars 4d., 7d., and 1/3. KINDLY ORDER FROM SUNDRY HOUSES.

ONE USER recommends to another.

Export Agents: **AYRTON SAUNDERS & CO., LTD.,**

34 Hanover Street, Liverpool.

Manufacturers: **F. FARMER & CO., HOMERTON, LONDON.**

SHERLEY'S

DOG MEDICINES

INSECT POWDER

SHAMPOO, and

LACTOL

(P.A.T.A.)



These preparations command a ready sale, and are by far the largest advertised of any on the market. They are protected at prices that leave an excellent margin of profit for the retailer, and the terms on which they are supplied preclude any possibility of loss.

We have an excellent range of literature and show cards, and do all in our power to assist chemists by referring mail customers to them.

Write for Price List and Terms.

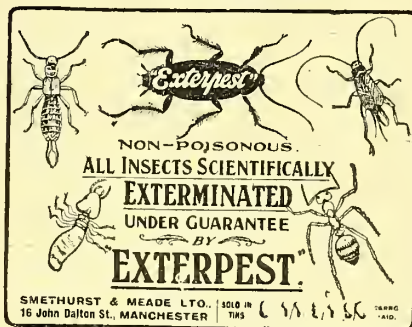
A. F. SHERLEY & CO., LTD.

18 MARSHALSEA ROAD, LONDON, S.E.1.

Tel. No.: Hop 1897. Telegrams: "Sher'eydom, London."

DEATH SENTENCE by order of "EXTERPEST"

NON-POISONOUS



Guaranteed to Exterminate NOT Stupefy
BEETLES, COCKROACHES, CRICKETS, FLEAS, STEAM
FLIES, ANTS, MOTHS, POULTRY INSECTS, WOOD LICE
and all similar Insect pests and their eggs.

Mr. B. —, Bury.

"I am very pleased with Exterpest. It has worked wonders for me." Feb. 28th, 1923.

Sanitary Dept. —, Chief Sanitary Inspector.

"I have pleasure in recommending Exterpest as an insecticide." 16.4.23.

T. P. R. —, Southport.

"Please forward — doz. this of Exterpest. We might say every tin of our former order was sold on recommendation."

Exterpest holds certificates of efficiency of Institute of Hygiene. Obtainable from your usual wholesaler. You can recommend it as thoroughly efficient and your profit is good. Enquiries invited.

Retails in Tins at 6d., 1/3, 2/6 and 5/-

Smethurst & Meade, Ltd., 16 John Dalton St., MANCHESTER.

PROTECT YOUR PRODUCTIONS.

USE

WAXED PAPER

For WRAPPING POWDERS,
DRUGS, SALTS, ETC.

WATERPROOF PAPERS

For LINING CASES, PARCELS, ETC.

Sheets or Rolls.

Actual Manufacturers:

GEO. CHURCH & CO., Ltd.

"Star" Mills, Nunhead Lane, S.E. 15.

NON-CURLING GUMMED PAPERS For LABELS

BY
SAMUEL JONES
& CO., LTD.
BRIDEWELL PLACE
LONDON
Established Anno Domini 1810

MANY SUCCESSES IN THE EXAMINATIONS!

Your Opportunity to

QUALIFY IN OPTICS

PRACTICAL WORK. Students taking the Course may receive personal tuition in the practical work AT ANY TIME DURING THE COURSE.

Expert Tuition for the SIGHT-TESTING DIPLOMAS of the Worshipful Company of Spectacle Makers (F.S.M.C.); the British Optical Association (D.B.O.A.), or the National Association of Opticians (F.N.A.O.).

Write for full particulars—
C. A. SCURR, M.P.S., F.S.M.C., F.I.O., F.N.A.O., etc.
64 High Street BARNET

WESTMINSTER COLLEGE OF PHARMACY.

Principals { G. S. V. WILLS, Ph.C. (Founder).
P. H. WOODNOTH, Ph.C., F.C.S.

Revision Course now being held.
Students may enter for separate Subjects.

For Details of Arrangements apply to the Principals,
190 CLAPHAM ROAD, S.W.9.

London College of Pharmacy

Principals :
H. WOOTTON, B.Sc. (Lond.) C. W. GOSLING, Ph.C.

Revision Course for the October
Minor Examination commences
August 8.

APPLY—
The Secretary, 361 Clapham Road, S.W.9

Liverpool School of Pharmacy

2 BLACKBURNE PLACE.

Principal—H. HUMPHREYS-JONES, A.I.C., F.C.S., Ph.C.,
Assisted by JOHN BUTLER, B.Sc., M.P.S.

REVISION COURSE, OCTOBER EXAMINATION,
will commence early in August.
AUTUMN SESSION will commence October 4.

Full particulars may be obtained from
the Principal.

BATH AND WEST OF ENGLAND COLLEGE OF CHEMISTRY & PHARMACY

Principal: D. J. WILLIAMS, B.Sc., Ph.C., F.C.S.

REVISION COURSE - All or single subjects.

LONG COURSE commences in October.
ENTRIES NOW BEING RECEIVED.

CORRESPONDENCE COURSES for Major, Minor,
Apothecary Hall and Fairchild Scholarship at which
over £165 has been won by Students of this College.

The Secretary, Bath & West of England College of Chemistry
and Pharmacy, 5 and 6 Cleveland Place, E. Bath.

STUBBS

Herbert Stubbs

Highest Grade
Compressed

CLOTH BALL

white and all colours
Samples & Prices (P.A.T.A.)

from 6 Crystal Palace Park Rd.
Sudenhams London, England



FAIRY DYES

Mean Greater Turnover for You—and Absolute Satisfaction for Your Customers.

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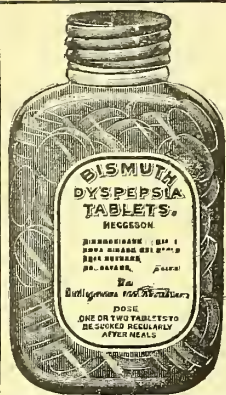
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Business Propaganda Pamphlets

WITH a view of advertising collectively the chemists' business, a pamphlet has been prepared for distribution by chemists to their customers. A space is provided in which the chemist's name and address can be given, by label or rubber stamp. The pamphlet of eight pages and cover is of small size (5½×3½ in.) adapted for insertion in prescription envelopes and parcels and is sold in packets of 50 at the following prices:—

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English and Welsh News

The Editor will be obliged if subscribers will send him marked copies of newspapers containing items of interest for insertion in this or other news sections.

Dangerous Drugs Act, 1920

[From "The London Gazette," May 18, 1923.]

In pursuance of Section 7 of the Dangerous Drugs Act, 1920, I hereby make the following Regulation, which may be cited as the Dangerous Drugs (No. 2) Regulation, 1923:—

Regulation 1 of the Dangerous Drugs Regulations, 1922, (a) is hereby revoked.

W. C. BRIDGEMAN,

One of His Majesty's Principal Secretaries of State.
 Home Office, Whitehall,
 May 16, 1923.

(a) S.R. & O., 1922, No. 1,087.

[The revoked Regulation forbade the giving of a prescription for "dangerous" drugs for the prescriber himself.—EDITOR.]

Contracts

The following tenders have been accepted by the bodies named:—

Crown Agents for the Colonies (Jamaica).—Arthur H. Cox & Co., manufacturing chemists, Brighton, quinine tablets.

Eton Urban Council.—Mr. R. M. Williams, chemist and druggist, drugs, etc.

Slough Urban Council.—Mr. W. Wigglesworth, chemist and druggist, drugs, etc.

Poisonings

The following cases of fatal poisoning, among others, have been recorded since our last report:—

A verdict to the effect that death was due to poisoning by morphine accidentally administered, was recorded by the coroner at an inquest at Willenhall (Staffs), on the body of Dr. Francis Ludlow Sealy. It was suggested that the doctor, misjudging the amount he could stand, took an overdose of the drug, which he was in the habit of using.

The Westminster coroner concluded an inquest, on May 18, on the body of Mr. Mark Style, M.R.C.S., L.R.C.P. (C. & D., May 19, p. 684). The only material fact disclosed, in addition to those already known, was that Dr. Style had suffered from insomnia induced by worry. Remarking that insomnia was a common cause of a sudden impulse to commit suicide, the coroner recorded a verdict of "Suicide while in a state of unsound mind."

Other cases include an accidental death from taking carbolic acid and a suicide by means of spirit of salt.

Inquests

An inquest was held at Croydon, on May 19, on the body of a boy named Twyford, aged eleven, whose parents, according to their evidence, called in Walter Heather, a herbalist, when the child was taken ill. Heather attended the lad on three separate days. A medical witness having certified that death was due to diphtheria, Heather told the deputy-coroner that his only qualification was the diploma of the Medical Herbal Protection Association of Manchester, which came to an end six years ago. Before that he passed an examination in anatomy and physiology. He saw no signs of diphtheria, and treated the boy for a severe cold. Witness added that he had been a herbalist for years, before which he combined that business with bootmaking. The deputy-coroner said that if it had not been for the prejudice of the parents against doctors, the boy would have been alive to-day. He recorded a verdict of "Death from natural causes."

An inquest was held at Gosport, on May 17, on the body of an infant named Davis, the mother of whom stated in evidence that she had administered some medicine obtained from a chemist. The cause of death was certified as asphyxia caused by infantile laryngeal spasm.

The coroner, in summing up, said that going to a chemist was not the same as getting medical attention, because a chemist had not the knowledge of the human body that doctors had. A chemist knew about medicines, and did his best. Very often he did good in a way, but small children were very intricate little pieces of humanity, and very soon died if they did not get proper attention. Chemists were very good in their way, but they knew nothing whatever about the treatment of bodily ailments, and it was quite possible in some cases if children had been taken to a doctor and had some proper stuff instead of "more or less quack medicine," their lives would have been saved. There was too much of that sort of thing going on, not only in Gosport, but everywhere else. He gave a verdict in accordance with the medical evidence.

Birmingham

A motor lorry recently ran into the premises of Parton, Son & Co., Ltd., Bull Ring, damaging the woodwork and smashing a window.

Referring to last week's issue of the *C. & D.* (p. 718), a correspondent writes that local chemists generally use the heavy carbonate of magnesia.

In a final list of the Lord Mayor's Unemployment Distress Fund, which has reached nearly £45,500, the workmen of W. Canning & Co. appear as contributing £61 2s. 6d.; the employees of Alfred Bird & Sons, Ltd., £49; Southall Bros. & Barclay, Ltd., £25 12s. 6d.; and Mr. W. A. Albright, £60.

Leicester

There was a slight outbreak of fire at the Haymarket premises of Wand's Ltd., on May 16. The damage was not extensive.

It was not the fault of local chemists that every holiday-maker this Whitsuntide did not carry a camera of some sort, judging by window-displays in centre and suburbs of the city.

The agitation in Leicester about the traffic in goods in factories does not greatly affect chemists. Inquiries show that there is at one place a man who sells home-made pills. One manufacturer, who was interviewed on the subject, said he could remember several "epidemics" of chewing. There was at one time a craze for gentian root among the operatives he employed, until the fad wore itself out. Later, there was a rush for Turkey rhubarb, though that was not so popular. Before the chocolate boom it was liquorice.

Mr. G. E. Marfitt, chemist and druggist, proposed the following resolution at a meeting of the Leicester Chamber of Trade on May 16:—"That this meeting regards the present means of collection of municipal revenue, namely, the system of rating, as inequitable and unjust, and is of opinion that the time has arrived when local taxation should be remodelled on an income-tax basis." It was agreed that, as several resolutions bearing on the subject were down for discussion at the annual meeting of the National Chamber of Trade, the matter be deferred until the local delegates presented their report.

Liverpool

The election of Mr. E. H. Simmons (*C. & D.*, May 19, p. 702) to the Pharmaceutical Council has given great pleasure on Merseyside.

Mr. William J. Talintyre, who was hailed at the Chester Conference as the "Paderewski of Pharmacy," has joined the staff of Ayrton, Saunders & Co., Ltd. He is travelling the Preston, Wigan, Blackpool and Fleetwood district.

Mr. T. H. Swinton, Oriel Road, Bootle, had a holiday sixteen years ago, and is now contemplating another. He went on a three months' trip to South America, but the only steamer by which he was able to return carried him to Alexandria. Thence he managed eventually to reach home via the Danube and Holland.

Harold Lomax, Ltd., have an exhibition of the work of the members of the Edge Hill Camera Club at their Edge Lane and Derby Buildings pharmacies. There are

also displayed the enlargements entered by the members in the "Novex" competition, held in London. Mr. Stuttard, manager of the Derby Buildings branch, again been appointed librarian to the club.

Mr. and Mrs. Harold Nixon gave a reception May 16 at 34 Hanover Street to the members of Liverpool Branch of the Rotary Club. Mr. Nixon is a Rotarian representative of the wholesale drug-trade of the city. Altogether about 160 guests were present, including several ladies, who were conducted through new buildings of Ayrton, Saunders & Co., Ltd., which company Mr. Nixon is vice-chairman.

Miss Winifred J. Scott, Ph.C., treasurer of the Liverpool Pharmacy Club, and daughter of Mr. Henry S. M.P.S., 387 Edge Lane, has received many congratulations on passing the Major examination in London April at the early age of twenty-two—just twenty in fact—after qualifying last October. Miss Scott is educated at the Liverpool College, Fairfield, where she gained the internal scholarship and honours in Senior Oxford Local examination in 1919. She spent her apprenticeship with her father, and at the same time studied at the Liverpool School of Pharmacy, where she won the only scholarship of the year. After qualifying, Miss Scott studied under Professor Griener at Manchester University for the Major.

Manchester

The result of the Manchester Pharmaceutical Society's match, played on the Chorlton Club links on May 16, was as follows:—

J. W. Aves ...	...	84	—	11	=	7
E. S. Bury ...	...	89	—	13	=	7
A. H. Turner ...	...	89	—	12	=	7
T. O. Owens ...	...	79	—	Scr.	=	7
T. Miller ...	...	95	—	13	=	8
W. J. Gardiner ...	...	97	—	14	=	8
G. R. Potts ...	...	96	—	12	=	8
H. A. Travis ...	...	105	—	20	=	8
J. D. Guest ...	...	98	—	12	=	8
H. Woodhead ...	...	107	—	18	=	8

In a few remarks, Mr. A. J. Pidd (President) said he was sorry the weather had not been as nice as he would like, but the prizes were; and he was sure he was voicing the sentiments of all the members who thanked Mr. Ralph Hough for the very handsome prize.

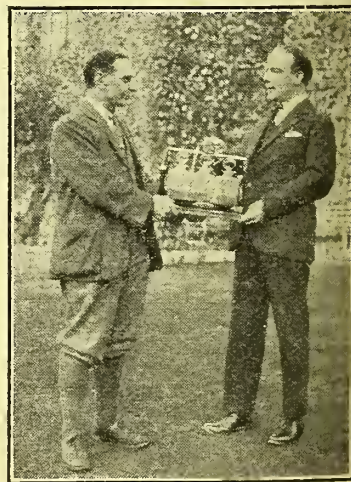


Photo.]

[Cleworth

Mr. Ralph Hough (right) presenting his prize to the Secretary of the Association in the absence of the winner, Mr. J. W. Aves.

Although this was the first time Mr. Hough had among them, he (the President) was sure he had enjoyed himself. Mr. Hough, in reply, said he was pleased to encourage the friendly rivalry existing among the chemist golfers, and by giving the prize he hoped

had attained something to cement that good-fellowship. Mr. E. S. Bury, as will be seen from the score, won the second prize.

Many Manchester chemists have taken advantage of Whit-week to seek fresh air and recreation. Quite a number who are fortunate owners of cars have taken trips into the Midlands and the South, hoping to find more salubrious weather conditions than those prevailing in Cottonopolis during the past few weeks.

May 16, 1923, will long be looked back upon as a red-letter day in the annals of the Manchester Pharmaceutical Association, as it was on this date that their resident (Mr. E. H. Simmons) was elected to the Council of the Pharmaceutical Society of Great Britain. Only about 200 votes separated the highest from the lowest among the successful candidates. Great was the jubilation at the Chorlton Golf House when a message was delivered that Mr. Simmons had been elected; he will now represent the North-Western Counties in particular on the Council.

Portsmouth

Miss D. E. Burdett, chemist and druggist, has commenced business on her own account at Kimberley Road, East Southsea.

Mr. G. G. Rule, chemist and druggist, Broadgate pharmacy, Botley, Hants, has opened a pharmacy at 2 Gladys Avenue, North End, Portsmouth.

In their opening match against a grocers' team, the Portsmouth Chemists' Cricket Club, which has only recently commenced its career, was defeated, the scores



Back Row.—Messrs. Nightingale, Shepherd, Ramage, Rule, Peet, Upson, Parsons.
Seated.—Messrs. E. H. Smith, A. B. Sparrow (capt.), J. W. Rhodes, T. O. Barlow.

being 44 and 35 respectively, of which Mr. Peet obtained 111 for the chemists. The return match resulted in another victory for the grocers, the scores on this occasion being 116 and 35.

Miscellaneous

WHOLESALE DRUGGISTS' CRICKET CHAMPIONSHIP.—A match between elevens representing "Allenburys" and May & Baker, Ltd., played on the latter's ground on May 19, resulted in a win for the visitors, the scores being: May & Baker, 44; "Allenburys," 117.

POISON-LICENCE APPLICATION.—W. A. Carr, High Street, Egham, Surrey, has applied to the Herts County Council for a licence under Section 2 of the Poisons and Pharmacy Act, 1908.—T. C. Fletcher and B. S. Watson, High Street, Towcester, trading as the Crosby Chemical Co., have applied to the Northamptonshire County Council for a licence to sell agricultural and horticultural poisons.

STRIKE SETTLED.—That portion of the staff of C. R. Barker, Stagg & Morgan, Ltd., manufacturing chemists, London, E., numbering exactly 100, who struck work

on May 7, returned to work on May 18 on their own initiative and at their own request, on the same terms and conditions as those upon which they ceased work. The point at issue was a wage reduction made on January 15.

A NURSE'S MORPHINE.—At Ealing Police Court, on May 23, Alice Gough (56), 13 Denmark Road, Ealing, described as a nurse, was charged with having unlawfully procured morphine hydrochloride on May 10 from Shirliff, Smith & Co., chemists, The Parade. Mr. H. A. Irwin, Ph.C., said that Gough, who represented herself to him as "Nurse Walker," had had prescriptions containing the drug dispensed by him on several occasions. On account of her purchases being fairly regular, he asked for the confirmation of the doctor supposed to have written the prescriptions. This doctor denied any knowledge of the matter. A remand was ordered.

CHEMICAL TRADES GOLF COMPETITION.—Eighty competitors took part in the annual medal competition, held at Northwich, recently, for the challenge cup given by the late Sir John Brunner for competition in the chemical trade of the United Kingdom. The winner, who also receives a silver memento cup presented by Mr. Roscoe Brunner, was Mr. A. H. Cowap (Synthetic Ammonia and Nitrates, Ltd.), and the runner-up Mr. H. W. Jones (Brunner, Mond & Co., Ltd., Winnington).

SOCIETY OF TROPICAL MEDICINE.—An address was delivered to the Society of Tropical Medicine, London, on May 17, by Dr. Graham Willmore, senior medical officer of the tropical diseases section of the Ministry of Pensions Hospital, Orpington, on "The Treatment of Refractory Cases of Amebic Dysentery"; and Dr. W. Harrison Martindale, Ph.C., added a note on emetine preparations for rectal and oral use. Dr. Willmore and Dr. Martindale have been in collaboration for some time past in research on this difficult subject, and a feature of the evening was Dr. Martindale's demonstration of the utility of emetine periodide, which he is manufacturing. This salt has properties which may be found to render it an advance on anything previously tried. Other periodides—e.g., of quinine, sparteine, codeine, and morphine—were also shown, and it is probable that there is a considerable field of utility for these also.

IN THE COURTS.—At Penarth, on May 16, Arthur Hewer, an engineer, giving a Liverpool address, was charged with having obtained from Mr. A. P. Newman, chemist and druggist, Thompson Street, Barry, 10 gr. of cocaine hydrochloride by means of a false prescription, and with having similarly obtained 10 gr. from each of two other persons. A remand was ordered.—At Westminster Police Court, London, on May 17, Viscount Curzon was summoned for causing an obstruction by leaving a motor-car standing in Buckingham Palace Road. The defendant, giving evidence, explained that he was in a chemist's shop for only eight minutes. A fine of 5s. was imposed.—At Gateshead Police Court, on May 18, Mr. G. H. Martin, chemist and druggist, Durham Road, Low Fell, was summoned for having caused unnecessary suffering to a cat by thrusting a pill down its throat with a piece of wood and by "beating its head on the floor." It was stated that the animal bit and scratched Mr. Martin while he was administering the pill at the request of a customer, and that a *post-mortem* examination showed the cause of death to be hæmorrhage of the brain. The case was dismissed.—At Marylebone Police Court, on May 23, John James Burnby, chemist and druggist, 98 Lisson Grove, N.W.1, and his wife were summoned for unlawfully supplying heroin to Violet Payne, an unauthorised person, and for attempting to conceal a stock of heroin from the inspection of the police. The case arose out of the arrest of Payne on another charge. The hearing, after an opening by Mr. H. H. Muskett, was adjourned, bail being allowed.—At Marlborough Street Police Court, on May 23, the charge against Noel Blake Ducker, at present staying in a sanatorium, of being concerned with a man not in custody in conspiring to defraud the Inland Revenue (*C. & D.*, II., 1922, p. 723), was adjourned to November 20.

Irish News

Brevities

Mr. P. Cagney, Ph.C., Sligo, has been appointed dispenser to the Sligo Dispensary.

Castlederg (co. Tyrone) Board of Guardians invite tenders for the supply of medicines to the workhouse and the dispensaries up to March 31, 1924.

In the Parliament of Northern Ireland, Mr. H. M. Pollock, replying to Mr. Donald, said there were 287 licences for the sale of wine for consumption off the premises issued to chemists, etc.

The Northern Ireland Parliamentary Committee on the Belfast Corporation Bill expressed approval of the agreement for the acquisition of the gas department of the North of Ireland Chemical Co.'s premises at £60,000.

At a meeting of the Monaghan County Home recently the secretary submitted an account for medicines, etc., supplied by Ronaghan's, Monaghan, which he said amounted to a very considerable sum. There was almost £30 for one month, and he had no means of checking the prices. The chairman observed that lint was charged at almost double what it was sold at from his own factory. The secretary said of late it was impossible to get some of the doctors to fill in the requisitions every quarter, with the result that the next quarter is without any medicine, and then a call must be made on the medical halls for a supply. It was agreed to pay at contract price.

Irish Chemists' First Aid Classes

MR. MATTHEW McDONALD, M.P.S.I., presided over a social meeting, under the auspices of the North Irish Pharmacists' Association, on May 16, in the Shaftesbury Café, Belfast, in connection with the first-aid class. Prizes won in that class were presented by the Lady Mayoress (Mrs. W. G. Turner) after tea, and there was a large attendance of members and their lady friends. Mr. A. W. Mann, honorary secretary of the first-aid classes, said they were formed to instruct chemists' assistants on first-aid and ambulance work. A number of employers attended the lectures, altogether forty-two gentlemen and ten ladies being enrolled. At the conclusion of the lectures an examination was held. Twenty-five candidates presented themselves, and of these twenty-three were successful in obtaining first-aid certificates. The prizes were offered by Messrs. R. W. McKnight and James Dundee, and these were won by the following: 1st, Mr. L. Finnegan; 2nd, Mr. S. Orr and Mr. Wm. Rankin (equal). The classes had been so successful that it was hoped next session a further opportunity would be afforded assistants of obtaining certificates, and those who had already obtained them would have the opportunity of adding further to their laurels. The prizes and certificates were then presented by the Lady Mayoress, and a bouquet of flowers was afterwards presented to the Lady Mayoress by Miss Mary McDonald, daughter of the President. The musical programme included songs by Miss Charleston, Mr. Hugh Rankin, and Mr. T. Gibb, and recitations by Mr. McCandless. Violin solos were rendered by Mr. Glick, and amusing stories were told by Rotarian F. McC. Stephenson, London. The pianoforte accompaniments were played by Miss May Macartney and Miss Jean Shiels.

The Licensing Bill

The second reading debate on the Licensing Bill of the Northern Government produced several references to the position of chemists. Mr. J. Milne Barbour, in moving the second reading, said they anticipated that the effect of the legislation now proposed would be that many chemists, and others who had carried on the sale of intoxicating liquor, would abandon such sale. He noticed that in certain quarters the question had been raised as to the practicability of introducing into methylated spirits some substance which would render the spirits so nauseous as to prevent its use for human

consumption. The Imperial Government analysts had advised that they did not know of any non-poisonous substance that would render the spirit wholly undrinkable without at the same time interfering with its legitimate use. In those circumstances they had had recourse to the provisions of Clause 4 of the Bill, by means of which they hoped to secure the effective control over the trade in methylated spirits. Mrs. Chichester said, with regard to methylated spirits, she hoped the Government would consider the question, and see if it would not be possible to doctor that stuff in some way as to make it absolutely undrinkable. The Government, she hoped, would also consider another matter in the future—that was, the drinking of ether, which was carried on in certain districts. Mr. Hanna said he did not know whether or not the chemist was to be compensated for giving up the sale of medicated wine. Just because a small section of the community made a noise anybody who had occasion to go to a chemist for a prescription could not get from him also a bottle of medicated wine, but would have to go to licensed premises for it. That was absolutely absurd, because there had been no abuses by the chemist. The Bill was read a second time and the Committee stage fixed for May 30.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Wednesday, May 30

Ealing Pharmacists' Association.—Visit to Parke Davis & Co.'s Laboratories at Hounslow. Charabancs at Ealing Broadway Station at 1.30. Those intending to be present advise Mr. Storm, Greenford Avenue, W.7.

Federation of South-Eastern Counties Pharmacists' Associations.—Summer outing. Tea at Lethaby & Christopher, White Hall Rooms, East Grinstead, at 4.30 p.m., after which the party proceeds to Mr. Frederick J. Hanbury's Rock Garden at Brockhurst. Intending visitors notify Mr. D. Marchant, 1 Rockingham Place, Eastbourne, by May 28.

Thursday, May 31

London Chemists' Golfing Society. Crew's Hill. 1st round medal play, Erasmus prize; 2nd round beque, President's prize.

Pharmaceutical Society of Great Britain (Manchester and Salford Branch). Council Chamber, Houldsworth Hall, Deansgate, at 8.30 p.m. Discussion on the British Pharmaceutical Conference.

Friday, June 1

Royal Institution of Great Britain. Albemarle Street, Piccadilly, London, W., at 9 p.m. Prof. H. A. Lorentz (Haarlem University), Hon. F.R.S., on "The Radiation of Light."

Royal Society of Arts. John Street, Adelphi, London, W.C., at 4.30 p.m. Austin Kendall, I.C.S. (retired), on "The Indian Section of the British Empire Exhibition, 1924."

NARCOTIC REGULATIONS LESS STRINGENT.—The American medical profession have been complaining about the Harrison Narcotic Act, which practically takes the care of drug addicts away from physicians and, by the restrictions imposed upon them, drives drug victims into the hands of the illicit drug peddler, thereby nullifying the purpose of the law. Government officials, having examined conditions, have made such revisions that the physicians have more latitude in prescribing for these drug sufferers.

"PHARMACUTE-ICAL" CHEMISTS.—An Illinois jury returned a verdict of guilty recently in the case of the head of the Department of Education and Registration, who was charged with selling physicians' and pharmacists' licences, with having raised examination grades, and with selling questions in advance of examinations; three members of the State Board of Pharmacy were suspended from office, accused of having solicited bribes from persons intending to take the pharmacy examinations; they were also accused of "flunking" candidates who "did not come across." Pharmacists' licences to all kinds of persons were priced at the bargain sum of \$25, and the "Chicago Tribune" says "the diploma-mill and fly-by-night medical colleges were a disgrace in this western country for years."

Scottish News

Scottish Chemists' Golf Trophy

The third annual competition for the Scottish Chemists' golf trophy took place at Gleneagles on May 16. There were over 100 players and visitors present, all parts of Scotland being represented, and favoured by fine weather a happy day was spent. The forenoon was devoted to the competition for the cup and prizes, and the afternoon and evening to challenge games. The prize-winners were as follows:—*First Division*, cup and medal, J. F. Robertson, Alva, 79; C. Milburn, Tayport, 80; J. D.



AT THE LAST GREEN.

Left to Right: M. Macfarlane (Forfar), J. P. Gibb (Leith), R. Thomson (Elgin).

unan, Edinburgh, 81; A. Watt, Glasgow, 81. *Second Division*, M. Macfarlane, Forfar, 80; W. Shaw, Greenock, and J. Simpson, Peterhead (equal), 82; J. Farquhar, Aberdeen, and J. R. Taylor, Dundee (equal), 83. Each score is net. The prizes were presented to the winners by Mr. R. Thomson, Elgin, the oldest competitor present, who celebrates this year his diamond jubilee as a pharmacist. The arrangements for the outing were made by the Edinburgh Chemists' Golf Club, and thanks are due to Messrs. J. Finlay and G. Baxter for their work as joint secretaries in connection with the competition.

Brevities

Mr. J. A. Hogg, chemist and druggist, has been appointed to supply drugs, etc., to Stirling Hospital. While May 21 was generally observed as a holiday, quite a number of chemists preferred the Tuesday for all day closing. Duns Town Council has granted licences under Section of the Poisons and Pharmacy Act, 1908, to Mr. T. Stephenson and Messrs. Hogg & Wood.

Edinburgh

Spt. æth. nit. and tinct. benz. co. have been the articles most frequently in demand by inspectors under the Sale of Food and Drugs Acts of late. The Victoria Day competition of the Edinburgh Pharmacy Golf Club was played over the Burntisland golf course, and resulted as follows:—(1) and Dick handicap medal, F. W. H. Meston; (2) John Noble; (3) J. P. Gibb. *Ladies' Section*: (1) Miss Hastie; (2) Miss Boag. There was a large turn out and a most enjoyable day as spent.

Speaking at the annual Co-operative Congress, which opened in Edinburgh on May 21, Mr. R. Stewart, J.P., in an address of welcome to the delegates, said a form of the activities of the trusts was the Proprietary Articles Trade Association. This Association sought to prevent members from managing their own business. It assumed the role of a despotic dictator, and insisted on having the right to fix the selling price of their specialities. Pre-emption like that could not be tolerated.

The Edinburgh and Leith branch of the British Medical Association are proposing the following resolution at the annual meeting at Portsmouth in July:—

That in view of the national importance in time of peace of the absolute necessity during war, of the home manufacture of morphine and other alkaloids, the British Medical Association represent to the Government that the

highly specialised industries manufacturing these remedies be encouraged in every possible way, and that due care be taken to prevent this being hampered by official interference.

The stock and fittings at the premises of D. McGlashan & Co., 60 Dalry Road, were sold on May 17. The following are a few of the prices realised:—Trusses, 6s. doz.; Glaxo, 1s. 6d., 6s. doz.; twelve 1 lb. cachous, etc., 1d. each; ointments, 2d., 3d. doz.; shampoo powders, 3d., 5d. doz.; about fifty gross of corks, 3s. 6d.; two pill machines (gr. 3 and gr. 5) and two pessary moulds, 31s.; twelve show bottles for top of fixtures, lettered, 3s.; an upright counter case, 9s.; counter case, 8 ft., 52s. 6d.; counter, about 14 ft., £6 10s.; dispensing screen with marble slab and show-cases, £10; 18-ft. wall case, £19; swan-necked carboy, 5 gal., and stand, 5s. All the fixtures were mahogany.

At a meeting of the Royal Society of Edinburgh, on May 21, Principal A. P. Laurie read a paper on "An Interesting Property of the Water Molecule." The author has been following up the possibilities of his idea put forward in a previous paper, and finds that a water molecule, constructed on his plan, has four external magnetons, in addition to the four which are attaching the two hydrogen nuclei. In the same way the hydrates formed by combining water with a molecule or ion have no external magnetons, the result being the formation in solution of molecular groups, which may be regarded as chemically neutral to each other and, therefore, accounting for the properties of water solutions of salts, resulting in their obeying the gas laws in dilute solutions, and also the part played by water as the only possible medium for organic life. Professor H. Stanley Allen read a communication on "A Static Model of the Hydrogen Molecule," and Professor H. Briggs, Edinburgh, read a paper on "Further Tests upon Metal Dewar Flasks intended to hold Liquid Air." The object of the investigation was to elucidate the physics of the Dewar metallic vacuum vessel.

Maw Challenge Shield

Mr. Herbert Skinner, Ph.C., member of the Council of the Pharmaceutical Society and secretary of the inter-Association sports of the London Pharmaceutical Associations, informs us that the competition for the Maw Challenge Shield has been arranged for Wednesday and Thursday, June 13 and 14, and that the directors of S. Maw, Son & Sons, Ltd., have again consented to allow the competition to take place at their sports ground, New Barnet. They have, moreover, extended an open invitation to all London pharmacists, and have expressed a warm desire that all those who attended the inaugural competition last year will again avail themselves of the opportunity of making this event a representative reunion of London pharmacists and their associations. . . . The competition will be conducted on the same general lines as last year, the shield being awarded to the association which exhibits the greatest proficiency in the following sports:—Tennis, bowls, golf, croquet, quoits, putting. It is necessary to let Messrs. Maw have the numbers of intending visitors so soon as possible, and competing associations are asked to let Mr. Skinner know before May 31 whether they are entering teams. Mr. Skinner's address is The Dispensary, Royal Northern Hospital, London, N.

CASCARA SITUATION CAUSES ALARM.—"The cascara tree, native of the North-West, faces extinction. Unless steps are taken for its preservation and cultivation, this tree may not continue to flourish on this Continent. It is cut at present as waste growth in many sections, despite the fact that its bark is of value commercially. When harvested, the average tree of the Pacific coast yields 10 lb. of dry bark. Experiments conducted at the Agricultural Experiment Station on Vancouver Island indicate that the cultivation of this tree on cheap land may be fairly profitable."—"Chemical and Metallurgical Engineering" (U.S.A.).

French News

(From the "C. & D." Paris Correspondent.)

THREE MANUFACTURERS OF PHARMACEUTICALS. MM. Rogier, Rosengart-Famel and René Bertaut-Blancard, have been nominated Chevaliers of the Legion of Honour, while M. Landrin has been promoted to the rank of Officer of the Legion.

STRASSBURG EXHIBITION.—The Paris Wholesale Druggists' Association has decided that the goods of the various firms participating in the exhibition to be held in Strassburg in connection with the Pasteur centenary anniversary are to be grouped in one large case or set of cases as a collective exhibit.

PROOF OF PAYMENT.—A temporary assistant summoned a Versailles pharmacist for arrears of salary. The pharmacist stated that the sum had been paid. He had no receipt, such not being the custom, but he produced his books showing the payments duly inscribed, and the court accepted this as sufficient evidence, in the absence of proofs to the contrary.

M. GABRIEL BERTRAND, who has been elected a member of the Academy of Sciences (section of chemistry), is professor of biological chemistry at the Pasteur Institute. He is the discoverer of lignose, laccase and tirosinase. The presence of arsenic in the human body, the influence of zinc on fertility, and other vital phenomena, have also occupied his attention.

NARCOTICS seized by the police under the Dangerous Drugs law are sold periodically by public auction in Paris. The Wholesale Druggists' Association have asked the prefect of police to advise them of the dates of such sales, in order to prevent, as far as possible, these being purchased for illicit uses; this the police have promised to do.

PHARMACIST DECORATED.—M. Baillon, who has just been awarded the Cross of the Legion of Honour, is a pharmacist who volunteered to serve in the infantry when the late war broke out. He was in the Argonne, Champagne, and twice at Verdun. Promoted assistant-pharmacist-major, he was severely wounded on the Somme, May 31, 1918, "while succouring the wounded under heavy shell fire." The official citation adds that on several other occasions he showed "a courage equal to his modesty."

PARIS SALON.—A cursory glance at the 1923 Salon leaves one under the impression that this year French painters have left science severely alone, and have failed to be inspired—as one might have dreamed some would be—by the Pasteur centenary. I noticed, however, a portrait of Professor Perrot, the Manbury medallist, depicted in his robes as Professor of the Faculty of Pharmacy, seated in his laboratory; and if the artist has failed to seize the keen scrutinising glance and mobile expression which light up his features in conversation, he has otherwise produced a sufficiently accurate portrait.

PROPRIETARY NAMES BARRED.—The Therapeutical Society of Paris recently decided that it would be incompatible with its character as a leading scientific body to favour, even in appearance, any private interests. Therefore, in communications to be presented to the Society, medicinal agents must be designated by their chemical names, without reference to trade-marked appellations, and in the case of galenical preparations, the complete formula must be disclosed. At the same time, regret was expressed that the French law does not permit the patenting of manufacturing processes for new remedies, thus depriving the inventor of the possibility of securing a just return for his research work.

DENTISTS AND NARCOTICS.—The French law stipulates that scheduled narcotics shall only be supplied to dentists on a signed order, to be retained by the pharmacist, who is required to send in to the authorities a list of such supplies every three months. As dentists, like doctors, expect to be supplied at cost price, most pharmacists find it simpler to refuse orders from dentists. Dentists are consequently sending their orders for cocaine-adrenalin

solutions to the firms which supply them with dental sundries. Pharmacists are now warned against supplying such firms, which have neither the right to buy nor to sell narcotics, as the penalties in case of a conviction would probably be heavy for all concerned.

A PROGRESSIVE PHARMACIST.—Death has removed an interesting personality from the ranks of French pharmacists in M. Alphonse Waldmann, who kept open shop at Pont l'Évêque. He was of Parisian origin, and spent all his youth as an "interne" in the city, only leaving it to set up business in the little Norman town. His scientific attainments and energy induced him, once his business was fairly set on foot, to start a chemical laboratory, which soon gained a local reputation, not only for biological work, but also for the analysis of soil and similar agricultural research work. Up to the last—he died at the age of 71—he kept himself abreast of scientific progress in its broadest sense. He followed photography closely, and was one of the first to exhibit colour-photographs; wireless was no less familiar to him, and his pharmacy possessed a station long before broadcasting was boomed by the Press. He practically died at his counter, being suddenly struck down on night while making up an urgent prescription.

PLANT CULTIVATION.—Referring to the work of the National Office for Crude Vegetable Products, already noticed in our columns, M. Jean Le Meur remarks that France is still paying annually 6,000,000 to 7,000,000 francs to England, America and Japan for four tons of peppermint oil, and another 10,000,000 francs to Italy and India for mustard seed (5,500 tons). The 140 tons of insect powder imported from Spain and Dalmatia cost 1,500,000 francs, and 400 tons of lime flowers 4,000,000, while 20 tons of orris root are annually purchased in Italy. However, he states steps are being taken to change this state of things. Experimental plantations of belladonna, chamomile, sage, etc., are being organised on various soils and at various altitudes; 200,000 plants and 35 kilos seeds were distributed last year. Nearly 300,000 slips of peppermint have been planted in twelve experimental stations of varying soils and aspects, and systematically organised lavender plantations are extending on the hills of the Provence and the mountains of the Massif Central. The Montenegrin chrysanthemum has been acclimatised in the Provence, and also in the sterile region of Crau.

A CHARACTERISTIC FEATURE of the modern evolution of pharmacy was mentioned by M. Vaudin, the President in an address to the Paris Society of Pharmacy. M. Lafay (last year's president), M. Vaudin for long kept open shop. It is rare nowadays, he remarked, that a chair is occupied by a retailer for two years in succession. The reason is not far to seek, as his subsequent remarks showed. Going back only to 1877, he found that thirty-five of the resident members then kept open shop, while only eight were professors or hospital pharmacists, army men, and two manufacturers. At present the Society includes twenty-four professors and hospital pharmacists, fourteen manufacturers, three military men, and only seventeen retailers. He incidentally hinted that it would be desirable (if possible without sacrificing scientific traditions of the Society) to get into closer touch with the body of retailers (M. Vaudin is an President of the great retail association). As a matter of fact, the late Professor Bourquelot, so long secretary of the Paris Society of Pharmacy, told the writer that there is a tradition or unwritten law that a proportionate representation of all classes of pharmacists—professors, army men, hospital dispensers, retailers—should be aimed at when selecting new members, so there is no reason to suppose that M. Vaudin's regrets were not shared by his hearers. The inference to be drawn is, presumably, that the scientifically-minded man nowadays finds it rather congenial to accept a paid post under the Government as a municipal authority, which leaves him time for laboratory work; or, if not lacking in enterprise and initiative to specialise as a manufacturer. In fact, it would probably be found that very many men at present behind the counter are simply waiting the development of the opportunity of some speciality of their own to devote themselves exclusively to that side of their business.

South African News

(From "C. & D." Correspondents.)

The *Chemist and Druggist* is supplied weekly to members of all the Chemists' Societies in South Africa.

The Union

THE PATENT MEDICINE TAX.—Mr. Burton (Minister of Finance), replying on the Budget debate in the House Assembly on April 31, said:—

"We have had a great chorus of complaint about the patent medicine tax, and it seems to me that the chorus is of an unanimous nature that one can almost imagine there is a conductor somewhere. (Laughter.) Although none of them were out of tune, there was a suspicious harmony about it. I think hon. gentlemen have very much exaggerated the whole matter. Let us take all these delightful articles in the shape of perfumes, paints, powders and scents. They are expensive things, purchased only by the rich people, and the poor man will not be troubled about that, and one need not make a fuss about people who can afford to buy them having to pay something more. Coming to patent medicines, you would fancy there was going to be an iniquitous tax on every little household remedy, but it will be difficult to find a single household remedy which will be exempt from the tax. Mr. Waterston (Lab. Member): Steedman's soothing powder. Mr. Burton: Is that the hon. gentleman's particular... (Loud laughter.) Many of these nostrums are manufactured for about a penny and sold for about 4s. I say this advisedly, that the modification I have agreed to, in respect of this, I do not know of a single ordinary household remedy, such as Epsom salts, castor oil, malt extract, and vaseline—any hon. gentlemen were greatly concerned about the eline—(laughter)—not one of these will be subject to tax. The modifications I have made have effected complete change in the proposals. Only nostrums will be taxed which hold themselves out as cures for this and that disease, and the makers of which will not tell you that they are compounded of."

Cape Province

STRYCHNINE POISONING.—At an inquest held at Cape Town, on April 29, on the body of a local bookmaker named Cohen, who died from strychnine poisoning self-administered, Mr. W. H. H. Thomas, chemist and druggist, Shortmarket Street, who had known Cohen for about 25 years, said he (Cohen) visited his shop for the purpose of purchasing "pick-me-ups." These stimulants, witness claimed, were composed of about one-hundredth of a grain of strychnine. Cohen came into the shop and asked for some strychnine to poison a cat, and his assistant put up about ten grains of the poison, and Cohen, on the point of entering the particulars in the prescription-book when Cohen picked up the packet of strychnine and shouted, "There is my car. I must get it. I will sign for it later," and rushed out of the shop. When the medical evidence the magistrate asked: How you going to prevent people going from one chemist to another and getting a pick-me-up containing strychnine at each place? Dr. Bernstein replied: Something should be done, I will admit. As matters stand now, chemists are not allowed to prescribe.

Natal

PERSONAL.—Mr. F. Firth, of Stamford Hill Pharmacy, Durban, is at present in England on a year's holiday. Mr. W. White is in charge of Mr. Firth's business during his absence.

EXAMINATION RESULTS.—The Natal Pharmacy Board examinations were held on April 17, 18 and 19. The winners were Messrs. Anderson, Gale and Hudson. Four candidates presented themselves, only two of whom were successful. These were Messrs. Ginsberg and Williamson.

BUSINESS CHANGES.—Mr. Sidney Richards, chemist and druggist, has bought the business of Mr. W. B. Levack, of Berea Road, Durban.—Mr. Coote Field, chemist and druggist, is opening up new premises at the Toll Gate, Durban, having disposed of his business at Umkomaas to Mr. Dawber.

OBITUARY.—Mr. Peter Whyte, of Umpangeni, Zululand, recently at a sanatorium in Durban. His death was

due to sleeping sickness. At present his widow is carrying on the business under the management of Mr. William Davidson, chemist and druggist.—Durban chemists were much perturbed a few weeks ago when Mr. Jenkinson, late of Lennon, Ltd., and previously in the employ of Duncan, Flockhart & Co., died very suddenly at his home of heart failure.

Pharmaceutical Society of the Orange Free State

A GENERAL MEETING was held at Bloemfontein on April 4. There were present: Mr. Fyfe (President), Mr. Weller (hon. secretary), Messrs. Greenwood, Carter, Reid, Schofield, Andrews, Abelson, Gunn and Ingram (members). The President, on behalf of the Society, warmly greeted Mr. Reid on his return from his holiday. Telegrams from the Natal and Transvaal Pharmaceutical Societies, re the Medical and Pharmacy Bill, which had been received since the last meeting and had been replied to by the president and secretary, informing them of what had been done in the matter, were read. The action of the president and secretary was confirmed, except that it was recommended "that in future, if time permitted, the standing committee be referred to in these matters." A letter from the Maritzburg Chemists' Association regarding the Food and Drugs Bill was read, and the secretary reported that he had replied to it, stating the action that he had already taken in the matter. Mr. Carter presented his report re the chemists' stall in connection with the Grey College Fête, in regard to which the following donations were announced:—N. Coaker, 10s. 6d.; A. Lomax, 11s.; A. Cruickshanks, £2; C. Weller, 10s.; goods from all the Bloemfontein chemists and from Siva Bros. and Karnovsky, Ltd., and The Transvaal Drug Co., Ltd., Johannesburg. After all expenses had been paid, £65 11s. 3d. was handed over to the treasurer. Mr. Carter thanked the committee, the contributors, and especially the lady workers who had made the stall such a success. The president congratulated Mr. Carter on his excellent report, saying that beside those already mentioned Messrs. Carter and Prophet should be accorded a vote of thanks for the work they had done in this matter. After a long discussion on the students' classes held in conjunction with the Grey University College, it was decided to call a special meeting, to which all the students would be invited, and definitely arrange the classes for the year. After a discussion on the proposed Medicine Stamp Tax, Mr. Reid proposed, and Mr. Gunn seconded, "That this Society protests against the proposed tax, as it will especially hit the poorer classes and the farming community." This was carried unanimously.

On April 5 a special meeting was held at 6 p.m. There were present: Messrs. Carter, Reid, Gunn, Taylog, Fyfe, Greenwood and Weller representing the Society; Messrs. Jones, Shar, Andrews, Fine, Oosthuizen, Marais, Mrs. and Miss Ortlepp representing the students. Mr. Reid outlined a scheme for the classes, which was adopted; all the students present agreed to avail themselves of the course of lectures if the Grey University approved of the scheme. It was decided that Mr. Reid should undertake the arrangement of the classes with the Grey University College council. The students then left, and the Society discussed a telegram from the Durban chemists in regard to the medicine stamp tax. Messrs. Fyfe and Carter were appointed to interview the local members of Legislature on the matter and reply to the telegram.

A special meeting was also held at the Society's Room, on April 7, at 5 p.m., to consider the telegram from the Transvaal Pharmaceutical Society, suggesting a conference on and urging this Society to protest against "the proposed medicine stamp tax." The secretary was instructed to reply: "Favour conference—suggest Bloemfontein have already strongly protested." Mr. Carter, as chemist member of the Pharmacy Board, was deputed to proceed to Cape Town to express the views of the Society on the Medical and Pharmacy Bill.

New parcel-post rates to Japan and Korea are given in "The London Gazette" of May 18.

British Columbia Notes

From the C. & D. Correspondent.

THIS favoured province of the Dominion is a veritable botanical garden just now, and has been in the past the crucible of all the elements under mighty forces. As a garden it is estimated that there are over forty wild plants of commercial and medicinal value, and the native Indians can tell us of many more. Plants not indigenous grow well here, particularly on the alluvial soil of the Frazer Delta, and it will not be long before we shall see regular drug farms established either by American or British enterprise. Aconite, digitalis, conium, spearwort, peppermint, lavender, rosemary, belladonna, golden seal, ajowan, henbane, ginseng, stramonium, balm of Gilead, cascara, viburnum, ononymus, colchicum, marrubium, cimicifuga, veratrum, senega, barberry, sanguinaria, Oregon grape, goldthread, horsemint, liquorice, tobacco, poison ivy, skunk cabbage, southernwood, wild cherry, pussywillow are just a few that may be mentioned as being on the spot; and it would appear that aniseed, caraway, dill and others would do well, and certainly violets and pansies make a good crop. Recently the writer was taken up country past the Stave Falls, where the power is generated for the lighting and power stations of Vancouver, traversing a country almost untouched, the forest being mostly cedar, Douglas fir, hemlock, spruce, and the undergrowth cascara sagrada and plants of similar habit, for which we were seeking. The collectors have just commenced their season's work under supervision, so that the bushes or trees are not destroyed. An outcome of the visit has been experiments with the bark of the hemlock, tsuga, or pinus canadensis, which will presently entail the erection of a large plant for the manufacture of liquid and solid extracts for tanning purposes in immense quantity. An interesting shrub is the balm of Gilead, the buds of which were collected last month. An extract from these buds was and is used by the Indians to cement the seams of their canoes, and when time allows this will be looked into. Skunk cabbage and maretail are very prolific, and at the moment the dogwood (cornus) in flower is a sight for sore eyes. B.C.—otherwise Beautiful Country—was spoken of as a crucible of all the elements, and they are all here, many of the rare ones in quantity; but it is more than a crucible, it is a laboratory, for during the short period of this visit two lakes within easy distance of this port, containing pure sodium carbonate as a deposit, have been offered for exploitation. The water contains at least 2 per cent. of sodium carbonate in solution, with a hot spring in the centre constantly replenishing, its only impurity being a trace of sodium bicarbonate. Then, at Basque, there is a chain of five lakes, the largest five acres in extent. The first and second lakes contain a deposit of from four to seven inches of magnesium sulphate; underlying this is carbonate of magnesium, and at varying depths sodium carbonate. It is estimated that two lakes contain at least 8,000 tons of magnesium sulphate, and each summer a fresh deposit is formed. It is almost pure and clean, and is so after recrystallisation here. From another quarter comes a report of sodium sulphate in huge quantity, and the deposits of talc and silicates of all grades explain the popularity of talcum powders, face clays, and "Old Dutch" cleansers on the Continent, for one cannot help running into them or through them. A most marvellous clay is Bentonite, for its absorption of water to form a jelly, which experiment will find numerous uses for.

IMPORTATION OF NARCOTICS INTO PERU.—According to a recent decree, the importation of narcotics, including opium, cocaine, all derivatives and preparations of such drugs, into Peru is allowed only through the port of Callao. Parcel-post packages containing drugs and narcotics may not be received in any post office except that of Lima, and no drugs may be despatched through the post office at Lima without the corresponding bill of lading from the Customs House at Callao.

Pharmaceutical Society of Great Britain

Branch Meetings

Cambridge.—The Cambridge Branch held a meeting on May 17, at which Mr. S. F. Barker presided. Owing to the unavoidable absence of Major Peck, the discussion on *Education* was introduced by the secretary, who regretted that a long list of apologies had been received. Mr. A. E. Morgan was unanimously chosen as the delegate to the Conference in July. Mr. Jeeves referred to the Dangerous Drugs Act, describing it as a ponderous piece of legislation—and the worst. He questioned if the Act would altogether achieve its object, because before the Act and now the confirmed drug addict did not as a rule get his supplies through the chemist. He urged that chemists should acquire a thorough knowledge of the Act, especially in regard to supplies of dangerous drugs purchased, drugs dispensed by prescriptions, and the sale and supply to doctors and others authorised to be in possession. A discussion ensued, and it was resolved to ask the Council to prepare a list showing which articles in general use are liable or not under the Dangerous Drugs Act. Mr. B. S. Campkin introduced the discussion on the report of the Education Committee in relation to the apprenticeship question. A change in business methods and routine had eliminated to a large extent the manufacture of galenicals. The spirit duty and the improved processes had brought about difficulties in manufacturing preparations on a small scale. Part of the training of apprentices should be in the laboratories of some of the large wholesale drug and chemical houses to make the potential pharmacists familiar with the various processes. But, he added, he could offer no suggestion as to how this could be achieved. If indentures were insisted upon some guarantee should be secured that the apprentice received a proper training. A general discussion followed. Mr. Jeeves thought there was a tendency for the business side being neglected. Mr. Morgan referred to the difficulty of the country pharmacist who laboured under conditions that were detrimental to teaching pupils properly, stating that it was almost impossible in some places to get hold of a pupil who had passed the London Matriculation or its equivalent, and expressed himself strongly in favour of indentures giving some personal experiences by way of emphasis. Mr. Shearman did not approve of indentures, on the ground that the nature of the business did not allow proper training in the country. Alderman Campkin said, with regard to the Dangerous Drugs Act, as far as the chemists of the kingdom were concerned it was unnecessary and offensive. Qualified chemists were not the offenders, but aliens. On the apprenticeship question the Society had made recommendations which would probably be found practicable and secure a sufficiency of time in some approved establishment for the apprentice to gain experience. He favoured the three years' term for a period of indenture. The old and long period was out of date and excessive in view of increased facilities for lectures and study, although he agreed there were not such facilities in country districts as in the more populous cities and towns. Still, he had experience of many who had qualified despite this, after having gained a satisfactory training knowledge in a well-managed country establishment. Mr. Simmons was of the opinion that the apprentice valued his indenture. Eventually it was agreed by a majority that indentures were desirable, and that the term of apprenticeship should be three years.

Deed of Arrangement

Wilkes, Tom Wilmot, chemist and druggist, 24 Frodsham Street, Chester. Dated May 4; filed May 11. Liabilities unsecured, £982; estimated net assets, £126. Trustee: P. S. Booth, 2 Bixteth Street, Liverpool. Among the creditors are: Evans Sons Lescher & Webb, Ltd., £74; John Thompson, £159.

Westminster Wisdom

By the "C. and D." Parliamentary Representative

WHITSUNTIDE RECESS

Parliament adjourned for the Whitsuntide recess on May 17 until May 28.

OPIUM SALES AT CALCUTTA

The Under-Secretary of State for India stated in the House of Commons on April 25 that the number of chests of opium sold at the Calcutta auctions in the years ending March 31, 1921, 1922, and 1923, was 1,550, 935, and 2,890, respectively. Detailed information as to the places to which this opium was exported is not available at the India Office, but the information will be obtained from the Government of India.

NEW PRIME MINISTER

Mr. Andrew Bonar Law, Prime Minister, who returned from the Continent on May 19, his health unbenefited by the change, placed his resignation in the hands of the King the same day. Mr. Stanley Baldwin, Chancellor of the Exchequer, has been asked by the King to accept the position of Prime Minister, and has accepted. Mr. Baldwin will probably continue to lead the Finance Bill through the House of Commons.

OPTICAL-DENTISTS

Colonel Sir Arthur Holbrook, on May 16, asked the Minister of Health whether he will consider an amendment to the Dentists Act which would enable opticians who have hitherto practised also as dentists to be placed on the same footing as chemists with regard to registration.

Mr. Neville Chamberlain replied that so far as he is aware the particular combination of occupations referred to is not sufficiently common to justify amending legislation.

CIRCULARS POSTED ABROAD

Sir W. Joynson-Hicks has introduced a Bill to put an end to the practice recently adopted by certain firms of sending batches of circulars abroad to be posted to this country, in order to obtain the benefit of cheaper postage rates. The Bill enables regulations to be made for preventing the transmission and delivery of such matter where the cost of postage is less than would have been payable if the packets had been sent by inland post. Packets sent in contravention of such regulations may be charged with additional postage at the full inland rate, which will be recoverable from the person by or on behalf of whom they were posted. Failing payment within seven days after a claim has been sent by the Postmaster-General the packet may be destroyed, without prejudice, however, to the liability of such person to pay the amount so charged. Where any packet posted abroad consists of or contains an advertisement of or a communication with reference to any business carried on or proposed to be carried on in Great Britain or Northern Ireland, it will be presumed, until the contrary is proved, to have been posted by or on behalf of the person carrying on or proposing to carry on such business.

DEATHS FROM ANÆSTHETICS.—Dr. R. L. Guthrie, the East London coroner, said on May 22 that he had that day held inquests upon three persons, all of whom had died following the administration of anæsthetics. This was a little disquieting. After all, anæsthetics were only drugs, like strychnine, morphine, and other things. In the case of strychnine and other drugs, every regard was paid to the dose, but in that of chloroform—although this was but rarely used as an anæsthetic at the great hospitals—ether, or A.C.E., apparently no notice was taken of the amount of the anæsthetic administered. He felt strongly that it would be better if more weight were attached to the amount of the anæsthetic given. He did not know whether any great advance had been made in the last forty years with the science of anæsthesia, but at any rate there was room for further investigation.

Legal Reports

Pharmacy Act (Ireland) Case.—At Belfast Police Court, on May 21, a prosecution was brought by the Pharmaceutical Society of Ireland against James Cotton, R.D., Upper Newtownards Road, for having unlawfully kept open his shop for compounding medical prescriptions contrary to Section 30 of the Pharmacy Act (Ireland), 1875. Mr. J. Graham, prosecuting, said it was a rather serious case, especially in view of the fact that life or death might depend upon the prescription, which should only be compounded by properly qualified persons. Inspector McKenna said he visited the defendant's shop on March 27 with a prescription made out by Dr. Wales. In his presence the bottle (produced) was filled up. Mr. D. F. Spiller, for the defence, said the defendant had been only a short time in the business. It was entirely due to an oversight. The defendant was very sorry, and would take good care that the same thing would not happen again. The court imposed a fine of £5, with costs, the prescribed proportion to go to the Society.

Dangerous Drugs Act Irregularities.—In Dundee Sheriff Court, on May 17, Mr. James Ruxton, chemist and druggist, 59 Keptie Street, Arbroath, was summoned for contraventions of the Dangerous Drugs Act, 1920. Mr. Ruxton pleaded "Guilty." The charges were to the effect that (1) on or about June 17, 1922, respondent dispensed 2 oz. of tincture of opium from a prescription, and failed to make the requisite entry in a register; (2) he did not mark this prescription with the date on which it was dispensed; (3) on or about September 18, 1922, he dispensed two morphine suppositories, the prescription not being signed by the medical practitioner and failing to specify the address of the person for whose use the prescription was given; (4) he failed to enter the said transaction in the register; (5), (6), and (7) on September 30, October 28, and November 1, 1922, respectively, he purchased or otherwise obtained from Howat Duncan, chemist, 209 High Street, supplies of 24, 12, and 36 tablets of morphine sulphate without registering them; (8) and (9) on or about November 1, 1922, and January 8, 1923, respectively, he supplied to Mr. Duncan 36 tablets of morphine sulphate, and to George Cooper, chemist, 12 Keptie Street, 1½ drachms of cocaine, and failed to enter it in the register; (10) on or about January 19, 1923, he failed to enter a supply of 1½ drachms of cocaine obtained from Mr. Cooper. In the minute of admissions it was stated that Mr. Ruxton did not consider it necessary to register transactions with the chemists mentioned in the charges, as sales or supplies, since these were in the nature of exchanges. The prescription referred to in the third and fourth charges was dispensed when Mr. Ruxton was on holiday, but a fully qualified chemist was in charge, and the respondent knew nothing of it until it was discovered by the inspector. This prescription, however, as well as that mentioned in the first charge, was put in the dangerous drugs file. The procurator-fiscal said there was no intention on the part of the accused of selling or acquiring these drugs for illicit purpose. He was not alleging that this was a serious case at all. The sheriff said it was clear that there was no question of illicit trafficking in these drugs or any intention in that direction. What took place could not be put higher than misapprehension of certain provisions of the Act, or slackness in carrying out the regulations. He imagined that the purpose of the prosecution was to intimate not only the existence of the Act but that it would be strictly enforced. If there had been any suspicion of illicit dealing the penalty was a very heavy one; but he thought the purpose of the prosecution would be served by an admonition.

J. D. RIEDEL, A.G., Berlin, is reported to have concluded an agreement with a chemical concern in the United States, with the object of reciprocal utilisation of the special experience possessed by each participant. It is also proposed to create a distinct company with its own plant in the United States.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

TIPPERS, LTD. (P.C.).—Capital £2,000. Objects: To carry on the business of chemists and druggists, etc. The directors are: Mrs. L. Tipper, L. J. Godkin, and Miss Hilda A. Lockett. R.O.: 205 London Road, Stoke-on-Trent.

AMERIND, LTD (P.C.).—Capital £200. Objects: To adopt an agreement with E. Moore, and to carry on the business of manufacturers of an insect preventive known as "Amerind," chemists, druggists, etc. R.O.: 47, Gray's Inn Road, London, W.C.

FIZZERS, LTD. (P.C.).—Capital £1,000. Objects: To acquire and turn to account any invention connected with devices for aerating liquids or otherwise, and to adopt an agreement with H. F. Birch and J. S. Gordon. Solicitors: Morris, Veasey & Co., 19-21 Moorgate, London, E.C.2.

RATPROOF, LTD. (P.C.).—Capital £3,000. Objects: To carry on the business of manufacturers of and dealers in anti-rat, mice and vermin paints, papers, varnishes and plasters, etc. The first directors are E. Lytton, J. Hart, R. Courtneidge and H. P. Travers. R.O., 75-7 Shaftesbury Avenue, London, W.1.

GRAIN & CO., LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of brokers of and dealers in all kinds of corn, grain, seeds, flour, forage, cotton, tea, coffee, sugar, rubber, hops, provisions, oils, colours, chemicals, etc. The first directors are: J. B. Webb and E. Boulton. R.O.: 34 Crutched Friars, London, E.C.3.

CUTELINE, LTD. (P.C.).—Capital £2,000. Objects: To adopt agreements with Bristowes, Tarvia, Ltd., and J. Robbins, to acquire the trade-mark "Cuteline," and to carry on the business of manufacturers of and dealers and producers of cements, preservatives and paints, etc. R.O.: St. Stephen's House, Victoria Embankment, Westminster.

BALTIC AND MERCANTILE SHIPS COMPOSITIONS, LTD. (P.C.).—Capital £3,000. Objects: To carry on the business of chemists, druggists, dyalsters, oil and colourmen, importers and manufacturers of and dealers in pharmaceutical, medicinal, chemical, industrial and other preparations, etc. The directors are: Eritz Plutte and H. A. Thompson. R.O.: 70, Finsbury Pavement, London, E.C.2.

PRODUCE AND CHEMICAL CO., LTD. (P.C.).—Capital £2,000. Objects: To carry on the business of exporters, importers, general merchants, brokers, commission agents, buyers, sellers, charterers, and chartering agents; dealers in all kinds of produce, cereals and grains, canned goods and fruits, chemicals, etc. The first directors are: Col. E. O. Anderson and R. M. Roberts. R.O.: 72 Mark Lane, London, E.C.

HOLROYD CO., LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemical tablet manufacturers carried on by L. R. B. Pearce and A. H. Wright as the Holroyd Co. The directors are: L. R. B. Pearce, 275-7 High Holborn, W.C.1, chemist; A. H. Wright; and A. E. Ramsey, 17-18 Bridge Road, Stratford, E.15, manufacturing chemist. R.O.: 257-7 High Holborn, London, W.C.

ANDREW WOMERSLEY & SON, LTD. (P.C.).—Capital £20,000. Objects: To take over the business carried on by A. E. Womersley at Mill Lane Works, Bradford, as "Andrew Womersley & Son," and to carry on the business of manufacturers, refiners and preparers of oils, greases, petrol, spirits, varnishes, soap, chemicals, etc. The first directors are: A. E. Womersley and A. D. Sanderson. R.O.: Mill Lane Works, Mill Lane, Bradford.

LACTEOSOTE, LTD. (P.C.).—Capital £100. Objects: To import "Sirop Famel" and other preparations and products of M. Pierre Famel, of Paris, from France, for sale in Great Britain, and to carry on the business of manufacturing, wholesale, retail and analytical chemists, makers of and dealers in all kinds of surgical, dental, optical, photographic, electrical, chemical and scientific

instruments, etc. The first directors are: Pierre Famel, 20 Rue des Orteaux, Paris; Sylvain Rosengart-Famel, 1 Rue Arzene-Haussage, Paris; and C. R. Stewart, "Cleveland," Claremont Road, Surbiton. R.O.: 15 Great St. Andrew Street, London, W.C.

NIEUWHOF, SURIE & CO., LTD., importers and dealers in casein, milk sugar, and milk powder, Lloyds Avenue, and Aldgate Avenue, London, E.C.—The creditors interested in this voluntary liquidation were called together on May 18, at the offices of Maurice, Jenks, Percival & Co., C.A., 6 Old Jewry, London, E.C. In the circular calling the meeting it was stated that the creditors were called together on March 26, when a resolution was passed in favour of Mr. Maurice Jenks being appointed joint liquidator with Mr. W. Fall, the liquidator appointed by the shareholders. It was considered that the most satisfactory way of giving effect to that resolution was for another meeting of the shareholders to be held for the purpose of accepting Mr. Fall's resignation as sole liquidator, and his appointment as joint liquidator with Mr. Jenks. The meeting of the shareholders was held on May 3, when the necessary resolution was passed, and it became necessary to call the creditors in order to conform to the requirements of the Companies (Consolidation) Act. The statement of affairs presented showed liabilities to the trade of £3,586 16s., while the assets were estimated to realise £16,730 4s. 1d., from which had to be deducted £134 10s. for preferential claims, and £5,308 due on debentures. The net assets, therefore, were £11,287 14s. 1d., or a surplus subject to contingent liabilities, and the costs of the liquidation, of £7,700 18s. 1d. The statement showed that there were contingent liabilities, the amount of which had not been definitely ascertained, but they were estimated at £7,643 12s. 10d. None of the contingent liabilities had been included in the statement of affairs as ranking for dividend. The issued capital of the company was £15,720, there having been issued preferential shares of the value of £11,720, and ordinary shares to the value of £4,000. On December 31, 1922, there was a debit balance on the profit and loss account of £6,312 19s. 4d. The deficiency as regarded the shareholders of £8,019 1s. 11d. was accounted for by that debit, together with the elimination of the goodwill which stood at £3,400, while £254 had been written off the statement of affairs. Since December 31 last the cold storage plant had appreciated in value to the extent of £1,713 17s., while there had been a profit on the trading of £234 0s. 5d. It was stated by the liquidators that the receiver for the debenture holders had been paid off, and the liquidation of the company was being proceeded with. A creditor inquired if the business was still being carried on, and he was told that it was being continued in so far as the making of sales was concerned. The stock in that way was being disposed of more advantageously. A creditor drew attention to the contingent claims, and asked whether there were many claims which were disputed. The reply was that all the contingent claims were disputed at the moment, and none had been admitted. There were claims under contracts and also a claim in respect of a service agreement. The exact amount of the contingent liabilities was still in doubt, but it looked as if a substantial dividend would be paid to the creditors. It was not thought that there would be any surplus arising for the shareholders. No resolutions were passed, and therefore the voluntary liquidation of the company will be continued by Mr. Jenks and Mr. Fall. The following are among the creditors:—L. G. Surie, £853; F. Twaalfhoven, £944; A. Autenrieth, £142; A. H. Agren, £117; International General Produce Co., £97; McVie & Co., £100; M. Salamon, £75; Freia's Zuivelproducten, £141; Ringe & Co., £411; Income Tax Commissioners, £140.

BOOT'S PURE DRUG CO., LTD.—The thirty-fifth annual meeting was held at Station Street, Nottingham, on May 19, Mr. J. C. Boot (vice-Chairman) presiding. In moving the adoption of the report and accounts for the year ended March 31, 1923, the Chairman said they would notice that the capital of the company had undergone a certain amount of reconstruction. As they were aware

the Ordinary share capital for many years has been merely nominal, and it has in no way represented the true value of the Ordinary shares. Large reserves have been kept in the business, and it has now been considered advisable to fund permanently a portion of these. This will mean that the security of the Preference and Preferred Ordinary shareholders will be increased, as previously these reserves could have been distributed in cash to the Ordinary shareholders, but this is now no longer possible. The authorised share capital has been increased by £650,000 to £2,400,000, and 900,000 unissued Ordinary shares will be paid up in full and issued to the holders of the original Ordinary shares by the appropriation of £900,000 from surplus account. The Preference dividends amounted to £96,729 for the year, and the dividend on the Ordinary shares £360,000, both less income-tax at 5s. in the £. This is a slight increase over the dividends last year, when that paid on the Ordinary shares amounted to £349,713, less tax. After payment of these dividends the satisfactory sum of £139,082 6s. 7d. is left over as undivided profits for the year, and the whole amount has been carried to surplus account. When the capitalisation referred to above has been carried into effect the surplus account will stand at £543,071 10s. 9d. On the assets side of the balance-sheet the freehold and leasehold land and buildings stand at over £1,000,000. From the merchandise point of view the year has been exceedingly satisfactory. Stocks were cleaned up so thoroughly in the previous year that far fewer losses have had to be taken. Now that prices are more stable the directors have put back to surplus account £148,189, which was held in reserve against further losses through the fall in the value of merchandise. For many years goodwill has stood at £45,088 19s. 1d., but the directors have decided to write it off out of surplus and to show the asset side of the balance-sheet consisting of tangible assets only. "Your directors," continued the Chairman, "have always realised that they have a triple duty to perform. Firstly, to the public in giving the best possible service and value, and in this respect the policy has always been to make a large number of sales at a small profit, and our directors have no intention of departing from this policy. Secondly, our duty to our employees, to whom we pay good wages. In spite of the reductions during the last year, in nearly every case we are paying more than the standard union rate, and where there is no fixed minimum, we are paying considerably more than the rates paid for similar work. Boots Health Insurance Society is approved under the National Insurance Act, and has a membership of 8,000. The firm pays the cost of administration, and this has enabled the society to show a surplus of £10,000 at the first valuation. A portion of this money is being spent on two convalescent homes, one at Skegness and the other at Llanfairfechan. Commencing in 1897, certain amounts were set aside each year to form a capital sum, the interest of which would enable us to pay pensions to qualified chemists. By 1918 this fund stood at £120,000, and the scheme was started and has now approximately 1,000 members and costs the company about £8,000 a year. This year we are asking you to agree to vote £20,000 to commence building up a capital sum, which, when it reaches the required amount, will enable us to start a pension fund for the whole of our employees. This will of necessity take a considerable time, but I can assure you that, in the meantime, our old employees are not being neglected, for during the past year we have paid £7,000 in gratuities and pensions for long service. Thirdly, our duty to our shareholders, by ensuring them, as far as we possibly can, a good return on the money they have entrusted to us by building the business on the broadest possible basis." The report was unanimously adopted, and the retiring directors, Sir Jesse Boot, Bt., and Mr. L. K. Liggett, were re-elected directors.

EVANS SONS LESCHER & WEBB, LTD.—The twenty-first annual meeting was held on May 18 in the Law Association Rooms, Cook Street, Liverpool. Mr. J. Herbert E. Evans (chairman), who presided over a large attendance, proposed the adoption of the report and accounts, and said twelve months ago their accounts showed a trading loss for 1921 of £384,247. For 1922 the trading loss

was £86,382. They must not be unduly discouraged by the result of last year's trading. The prime necessity for the future of the company was reduction in their indebtedness to their bankers by the realisation of surplus assets. To attain that reduction had been their fixed purpose. It was felt that the most far-reaching economies, both in the reduction of surplus assets and of working expenses, could be brought about by the concentration of the activities of the business either in Liverpool or in London. In the past the two branches, alike in matters of administration and distribution, had been conducted to a large extent as independent units. It was resolved to concentrate in Liverpool as much of the company's business as could be conveniently transacted from the one centre. As a result of that decision the factory at Willesden was closed down early in the year, the plant removed to Liverpool, and the work absorbed in their Liverpool factories. It was also decided to transfer to Liverpool the very considerable export trade which had hitherto been dealt with in London. To-day everything was working smoothly, and a material saving in running expenses was showing itself. There were many advantages, not only to themselves, but to their customers overseas, in shipping direct from Liverpool. They had found that all their requirements in the way of shipping facilities for their trade with India and the Far East, Australasia, and South Africa, as well as with South America, were adequately met in Liverpool. An indication of the improved condition of their business was the fact that since January 1 they had been able to employ their staff on full time instead of the part time worked during 1922. Then they had also in Fleet Street their "Montserrat" lime-juice warehouse, where they received direct from the island of Montserrat the famous lime fruit juice for which they were sole consignees and prepared and bottled it for sale. That department had this year been entirely refitted for the most economical handling and bottling of the lime juice and cordial. They looked upon that as one of the most valuable specialities of the company, and special attention had been paid to the advertising and distributing services, with results which are already showing themselves. At Runcorn they had two distinct manufacturing departments. The trading loss did not represent only the normal result of the year's trading, but included also bad debts, heavy charges for interest, depreciation in value of stocks, etc., and many expenses in connection with the consolidation of the business. He recorded their appreciation of the consideration their bankers had shown and were showing to them under the difficult circumstances with which they had been faced. They had substantially reduced their indebtedness to their bankers, but he did not think the time had yet come to consider the necessary readjustment of capital, which would obviously have to be dealt with at a later date. "Last year," Mr. Evans went on, "I adopted a tone of optimism—an attitude of confidence in the future. To-day, in spite of the further loss which we have to record, I adopt the same tone of optimism and am still more firmly convinced in my feeling of confidence. We do not look for a great boom in trade, but we are already experiencing a steady if gradual improvement, and we feel confident that as economic conditions throughout the world become more settled this improvement will be accelerated. The position indicates 'that the corner has been turned.' That statement is not made rashly; it is made as the result of a very careful examination of the facts to-day, and a very careful survey of the possibilities of the future. It would not have been made unless I and my fellow-directors honestly believed that, so far as it is possible for human judgment and anticipation to forecast, it would be proved. To-day we are busy with home and export business to the full capacity of our staff." Mr. T. E. Lescher seconded, and the motion was carried with unanimity. Messrs. H. E. Webb, C. E. M. Andersen, W. C. Brinson, T. C. Hewitt, C. E. J. Sendall, J. M. Tallantyre, and J. W. Wright were re-elected directors, on the proposition of Mr. H. C. Grimes, seconded by Mr. H. W. Hitching.

Photographic Notes

By a Pharmaceutical Camerist
NOTES ON NEGATIVES

A useful booklet, on "Faults in Negatives," has been published by the Imperial Dry Plate Co., Ltd. The matter is arranged in eight sections, starting with "Before Exposure." Between this stage and that of the finished negative the defects more commonly met with are explained and illustrated. Information in this form is useful to the busy photographic chemist, who is frequently requested to explain the cause of the various marks and other faults in customers' negatives.

A NEGATIVE INTENSIFIER

Quinone, states the "Journal de Pharmacie et de Chimie" (1223, 9, 406), is a good intensifier when used according to the following formula:—

Water	...	...	1,000 cc.
Potassium bromide	...	...	25 gm.
Quinone	...	...	5 gm.

This solution gives the negative a reddish-brown tint, which disappears on immersion for a few seconds in a dilute solution of ammonia.

CUTTING AUTOGRAPHIC FILMS

Care should be taken when cutting up autographic films after development to sever them in the right place, as, judging by the remarks I have heard from more than one customer lately, some carelessness seems prevalent in this direction. When a customer does autograph his film, a rare event after the novelty has worn off, he naturally expects the writing to be on its proper negative, and certainly not cut off altogether, examples of both of which I have recently seen.

USEFUL ACCESSORIES.

Two new lines which are being offered by Houghtons, Ltd., are, I think, likely to leap into popularity, particularly with amateurs who do their own developing. The Eziread measure, made in 2-oz., 4-oz., 8oz. and 10-oz. capacities, has the gradations marked with blue enamel, which shows up black in the dark-room. Each measure is packed separately in a cardboard box. The other accessory is the Locklip film and print clip, made of non-corrosive metal and retailing at 2d.

THEORY OF PHOTOGRAPHY

The Faraday Society will hold a general discussion on *The Physical Chemistry of the Photographic Process*, on May 28, in the Hall of the Institution of Electrical Engineers, Victoria Embankment, London, W.C.2. Professor W. D. Bancroft will open the proceedings at 3 p.m. with an introductory address on "The Theory of Photography." This will be followed by detailed consideration of the subject sub-divided as follows:—(1) The physical chemistry of the vehicle and of the emulsion; (2) reactions in the plate during exposure; (3) development and characteristics of the developed plate; (4) absorption reactions in photographic films. Among those who will read papers are Dr. T. Slater Price, Dr. F. C. Tey, Mr. Olaf Bloch, Mr. T. Thorne Baker, Mr. Clerc, Professor Luther, and Professor Goldberg. Members of the Chemical Society are invited to attend this meeting, full particulars of which may be obtained from the Secretary of the Faraday Society, 10 Essex Street, London, W.C.2.

COMPETITION FROM STATIONERS

The following extract from an article entitled "Should Chemists Sell all the Snapshot Albums" in "The British Stationer," May 10, is of particular interest to photographic chemists:

At the present time by far the largest number of albums are sold by the chemists, who sell the cameras, and if the stationer is going to capture and hold this line he has to use quite as up-to-date methods of handling the goods as the present supplier. How can this be done? A stationer's windows are in the majority of cases far better arranged for display than are the chemist's. A good window show should therefore be arranged, and nicely-worded tickets shown suggesting to the passer-by that the albums there displayed are an essential part of their photographic equip-

ment. . . . One thing that is very necessary is that the stationer and his staff are conversant with the technical sizes and designation of the photoprints. . . . In many towns there are enthusiastic amateur photographers' clubs. Many a stationer could do worse than to take up photography as a hobby and join in this very interesting pastime. Once a member of the club, the business is just a matter of course, and is an ideal way of combining business with pleasure. . . . It is not necessary to keep a particularly large stock. There are about six favourite sizes, which sell continually. . . . A few paste-in albums should also be stocked, but the writer's experience has been that by far the greater bulk of the sales are with the albums cut with special size openings for the prints to slip in. . . . It is up to everyone of us that these albums for the amateur photographer should be a stationer's line always.

Business Changes

MR. JOHN MARTIN, chemist and druggist, has opened a pharmacy at 66 Derby Street, Leek.

MR. W. E. GARLICK, Ph.C., 36 High Street, Chesham, has opened a branch business at Chalfont St. Giles.

SCHOLES & LOMAX, chemists, 130 Church Street, Eccles, Lancs., have opened a pharmacy at 61 Catherine Street, Winton.

MR. MARGERRISON, chemist and druggist, has taken over a pharmacy in Antrobus Road, Acton Green, London, W.4.

MR. HORACE WATSON, Lacey Pill Factory, has removed from Wellowgate, Grimsby, to 390 Cleethorpe Road, in the same town.

MR. WILLIAM STEPHENSON, chemist and druggist, has acquired the business of Mr. Arthur Flood, chemist and druggist, 94 Pitshanger Lane, Ealing, London, W.

JAMES LOFTHOUSE & CO., LTD., chemists, Fleetwood, have removed the business of their Dock Street shop, established nearly sixty years ago, to their larger premises at 103 Lord Street.

MR. CLEMENT A. MOORE, chemist and druggist, has purchased the business of Mr. H. L. Carr, chemist and druggist, 93 Plashet Grove, East Ham, London, E. Mr. Moore was formerly manager of the Crouch End branch of Parke's Drug Stores, Ltd.

Bankruptcy Reports

Re Michael Dabkowicz (trading as R. Leconte & Co.), leather and perfumers' sundries merchant, 7 South Street, Finsbury Pavement, London, E.C.—This debtor recently attended at the London Bankruptcy Court for public examination. He attributed his insolvency (*C. & D.*, February 24, p. 256), to the depression in trade, to depreciation (£1,000) in the value of his freehold property, to interest on borrowed money, to law costs, and to depreciation (£2,000) in the value of his interest under his late father's will. The examination was concluded.

Re William Jones, 2 Bridge Street, Aberayron, chemist.—The public examination of this debtor took place recently at the Aberystwyth Bankruptcy Court. Gross liabilities were put at £5,293 10s. 3d., and of this £5,120 7s. 2d. will rank for dividend. The chief assets were stock-in-trade, £250; fixtures, etc., £60; furniture (claimed by wife), £46 10s., leaving a deficiency of £4,661 12s. 9d. The debtor said he was thirty-four years of age, with a wife and two children. He took over a business in September 1911, and paid £530, of which sum he borrowed £200 from his father, and later had £300 more from the same source. In 1918 he set up the business of corn merchant, and the following year took a partner. He lost heavily in the corn slump. In May of 1922 the partnership was dissolved. The Official Receiver: You have been trying the royal road to fortune by backing horses?—Not much.—You paid thirty-six cheques in twenty-four weeks; you have been betting more than you ought to bet.—The examination was adjourned.

Pharmaceutical Botany

VIII. Yeasts and Moulds

The fungi proper are characterised by being produced from spores which grow out into thread-like filaments (hyphae) with continued apical growth, and often forming a tangled mass of mycelium. Each fungal filament consists of a tube of living protoplasm with many nuclei (multinucleate or coenocytic) enclosed in a delicate cell-wall consisting of a variety of cellulose. Two classes are distinguished—the alga-fungi (Phycomycetes) without cross walls (or septa), and the true fungi (Eumycetes), which have septate mycelia.

The common black mould (*Mucor mucedo*), which often kills syrups and preserves by setting up fermentation,



FIG. 20.—MOULDS.

1. *Mucor mucedo* (x20). 2. Longitudinal section of a sporangium of *M. mucedo* (x130). 3. Formation of zygospore in *M. mucedo*. 4. *Eurotium Aspergillus niger*. 5. Longitudinal section of conidiophore of *Aspergillus niger*.

istant to unfavourable conditions. They germinate after a period of rest to form a single erect hypha ending in an asexual sporangium. Filaments of *Mucor* living in liquid may break up into thin-walled st-like cells ("torula" condition), which produce alcohol from saccharine solutions. When a solution is strong, thick wall resting cells (chlamydospores) are formed. Thus the phycomycetous *Mucor* exhibits the adaptability which simple protoplasmic organisms possess in regard to dealing with changed conditions (compare *Ulothrix*).

The yeast plant is a unicellular organism usually included among the true fungi because of its Ascomycetousness (see below). It is peculiar in its method of reproduction by budding, a protuberance appearing at one end of the cell, which grows in size until a daughter cell resembling the parent is produced. These become separated off; but when growth is vigorous they may remain attached to form a chain-like colony of yeast cells (Fig. 21). Brewer's yeast (*Saccharomyces cerevisiae*) is an ovoid cell nearly $\frac{3}{100}$ in. in diameter. Its cytoplasm is vacuolated, often containing highly refractile fat globules which disappear when cell is killed. Spore formation can be induced by entire deprivation of nutriment (such as growing on block of

plaster of paris). In beer yeast the typical number of spores is four, arranged pyramid-like. The "diseases" of beers (abnormal fermentations giving inferior products) are due to admixture of "wild yeasts," and the art of brewing consists largely in keeping culture true and preventing contamination by dust and spores. The fermentation of cane sugar by yeast is due to the presence of enzymes or ferments. One of these, invertase, hydrolyses cane sugar into dextrose and levulose. It is an extracellular enzyme in that it can pass through the cell wall into the surrounding solution, from which it can be precipitated by alcohol. There appears to be no limit to its activity, as it is still active after changing 100,000 times its own weight of sugar. Heat increases the rate of inversion up to 60° C., but higher temperatures are injurious, and at 75° C. the ferment is destroyed. The alcohol-producing ferments (zymase) are intra-cellular, as they normally do not pass outside the cell. By drastic methods the cell may be disintegrated (and the living contents killed) without destroying the power of alcoholic fermentation by the expressed juice. The actual production of alcohol and carbon dioxide from sugars is in more than one stage, hexose phosphates being intermediate products. Experiments on the whole lead to the conclusion that in alcoholic fermentation the yeast enzyme combines with the sugar, and the velocity of carbon dioxide formation is determined by rate of decomposition of the compound formed. Enzymes are proteid in character (hence coagulated and destroyed by heating). They play a far-reaching part in plant life in rendering food materials soluble and available. They are specific in their action: thus maltase (another enzyme present in yeast) converts maltose into dextrose but has no effect on cane sugar, while invertase does not hydrolyse maltose. There is little doubt that the stereochemistry (or spatial arrangement of the molecules) of the sugar and ferment are complementary so that one fits the other like lock and key. It is the power which the delicate fungal threads possess of secreting ferments which enable them to attack all kinds of saccharine and starchy products, or even such unpromising material as hard wood. One wood-destroying fungus (*Lenzites sepiaria*) recently investigated contained ferments (ligninase, cellulase, hemicellulase, pectinase) capable of assimilating substances composing cell walls; diastase to convert starch into sugar; maltase, invertase, and raffinase to use sugars already present; emulsin to decompose glucosides. It is not surprising that when it has

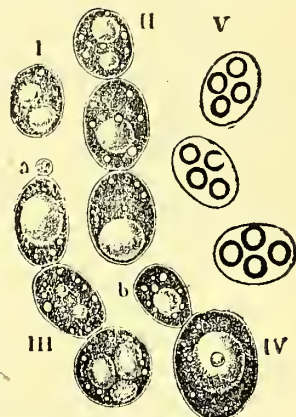


FIG. 21.—YEAST FUNGI.

Saccharomyces cerevisiae, Meyen, 1-4, showing process of budding. 5. Spore formation.

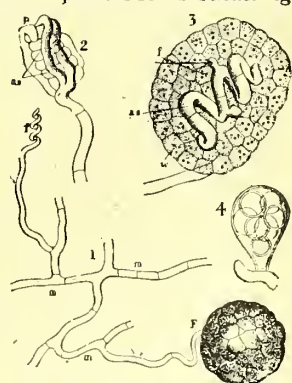


FIG. 22.—EUROTIIUM ASPERGILLUS GLAUCUS.

1. Mycelium bearing erect rudimentary ascogonium, and nearly mature ascogonium, F. 2. Further development showing the female ascogonium and the male pollenodum, p, with sterile filaments growing up around fertilised ascogonium or archicarp. 3. Section of young fruit, showing archicarp, as, with rudiments of ascus, f. 4. Fully developed ascus, with eight ascospores.

finished its work the wood crumbles to powder. *Eurotium (Aspergillus) glaucus*, which gives the blue-green colour to mouldy bread and cheese, is an example of the eumycetous fungi with septate hyphae. The rapid (asexual) method of propagation is by means of minute oval spores or conidia produced by *abstriction* at the end of "sterigmata," which cover the swollen heads of erect aerial conidiophores. The sexual method of reproduction introduces a new complexity in a fruit formation (instead of a single cell) resulting from the sexual act. Fig. 22 shows the details in formation of resistant ascospores. Actually a second fusion occurs during ascus formation. Indeed, this group (*Ascomycetes*) shows all stages in elimination of true sexuality, and replacement of sexual stimulus by fusion of vegetative nuclei, which so complicates the life history of the higher fungi that comparison of development or "homology" with other plants is impossible.

Recent Patents

Abstracts of specifications of recently-granted patents for inventions. The complete specification (i.e., each including postage) of British patents can be obtained from the Patent Office, 25 Southampton Buildings, London, W.C.2, on quoting the name of the patentee and the number of the patent.

Pocket Brushes and Combs.—The comb is slidably mounted in a groove medially disposed between the bristles in a groove on the underside of the back of the brush. (F. L. Tait. 185,721.)

Photographic Film Cartridges.—The protective material of the film is wider than the distance between the spool flanges, and is of different thickness at different points in its width. This will, it is claimed, prevent edge fog. (Kodak, Ltd. 183,802.)

Antiseptics.—A process of preparing organic mercury derivations of aurin tricarboxylic acid and their alkali salts, and comprises heating a solution of an alkali salt, or a suspension in a solution of sodium chloride, of the acid, with mercuric oxide. (M. E. Wolvekamp. 196,431.)

Toning Silver Images.—The film is partially bleached by an iodine tincture, then heated in separate baths of potassium iodide and mercuric chloride, with a view to obtaining an image of yellowish-white tone in which silver is present as well as mercury silver iodide. (Rikio-Nishino. 196,302.)

Insecticides.—A combination of hydrocyanic acid or cyano-carbonic esters with halogen acid esters, halo ketones, or halogen xyloids having a strongly irritating effect upon the human respiratory organs. (Deutsche Gesellschaft für Schädlingsbekämpfung m. b. H. 196,524.)

Removing Ink Stains.—The method of removing the stains from paper or cloth is by first applying an oxidising solution of potassium permanganate, 28 gm., distilled water, 1,700 litres, sulphuric acid (66 per cent.), 18 gm., and afterwards a reducing solution consisting of a 35 per cent. solution of sodium bisulphite. (Armand Wartel. 196,405.)

Compositions with Cellulose Derivatives.—A process for the manufacture of celluloid-like products, plastic masses, films, varnishes, solutions or other compositions or preparations having a basis of cellulose acetate, characterised by the employment therein of 1. 1. 1. trichloro, 2. methyl propanol (2) (trichlorotertiary butyl alcohol) as a solvent or plasticising agent. (British Cellulose and Chemical Manufacturing Co., Ltd., W. Bader and W. A. Dickie. 195,849.)

Artificial Resins.—A process for improving resins obtained from aldehydes, which comprises dissolving in a suitable solvent a product obtained by condensation or polymerisation of an aldehyde by an alkali, before or after this product has been converted into a hard resin and precipitating it again by water from the solution. The precipitated resin is subjected to a subsequent hardening operation in the presence of a suitable solvent,

especially a fatty oil. (Consortium für Elektrochemische Industrie G. m. b. H. 182,459.)

Insecticidal and Fungicidal Preparations.—These are prepared by treating thirty parts of naphthalene or a similar organic product of low melting point in a colloid mill rotated at high speed with less than seventy parts of water. A small amount of soap, glue, gelatin, etc., is added to the water to maintain the colloid state, or dispersators may be added which contain an organic sulpho group, e.g., sulpho-salicylic acid or sulphonated castor oil. (J. A. Vielle. 196,012.)

Pasteurising Apparatus.—Apparatus for sterilising liquids, comprising a hollow rotatable element mounted within a chamber so as to leave limited space between the outer surface of the said element and the inner surface of the chamber, the liquid to be sterilised being admitted to the space and propelled therefrom into the discharge conduit by fins or vanes carried by the rotatable element, and means for heating the inner and outer surfaces to sterilise the liquid. (S. G. Goodchild. 195,456.)

Manufacture of Viscose.—A process of manufacturing viscose by soaking cellulose in a solution of a caustic alkali at a low temperature, expelling excess of alkali, then reducing to pulp the alkali-cellulose, and finally subjecting the cellulose of the alkali-cellulose, during one to several days, to the mercerising action of caustic alkali. This mercerised alkali-cellulose is treated with carbon sulphide and dissolved in caustic alkali to obtain a final viscose, which can be spun so soon as its preparation is completed without undergoing maturation. (H. Delahaye. 195,569.)

Clinical Thermometers.—In the manufacture of the thermometer an enlargement is formed in the capillary tube, one side of the enlargement being subsequently pressed in so as to almost close the bore at this point and to trap some of the mercury into the enlarged part, which is preferably located close to the normal temperature position, this being indicated by the top of the trapped mercury. By this means a normal temperature mark of a permanent nature is provided and the mercury can be returned to the bulb with a slight shake. (E. J. Quinlan. 195,882.)

UNITED STATES

Novargol.—A therapeutic composition consisting of a bile salt, a colloidal silver and hexamethylenetetramine. (R. Sansevero. U.S.P., 1,449,299.)

Varnish.—The addition to, or substitution for, part or all of the gums commonly used in the manufacture of, oil varnish of an aryl ester of an inorganic acid. (P. Rothberg and A. P. Sachs. U.S.P., 1,448,869.)

Vacuum Flasks as Feeding Bottles.—A device comprising a stopper provided with a teat and shield. There is communication through the stopper with the interior of the flask and an inlet valve to allow access of air. (A. J. Nathan and A. E. Barclay. U.S.P., 1,449,292.)

Carvacrol and Thymol.—A process comprising reacting upon spruce turpentine with approximately its own volume of fuming sulphuric acid of about 20 per cent oleum to produce 1:2:4 and 1:3:4 sulphonic acids which are then treated to produce thymol and carvacrol. (R. H. McKee. U.S.P. 1,449,121.)

Cleaning Glassware.—A composition made up as follows:—

Sal. soda	...	...	...	2 lb.
Chlorinated lime	...	...	...	1 lb.
Sulphur	...	...	...	1 oz.
Alum	...	...	...	2 oz.
Borax	...	...	...	1 oz.
Glycerin	...	...	...	1 oz.
Oil of citronella	...	...	...	1 oz.
Inert matter (water)	...	...	...	2 gall.

Mix and boil for half an hour. Allow to stand for twelve hours and filter. To clean windows one tea spoonful of the solution is added to a pint of water but for other articles and sticky surfaces it is used without dilution. (J. E. Grover. U.S.P., 1,449,281.)

Births

Notices for insertion in this column must be properly authenticated.

MORGAN.—At 115 Midland Road, Bedford, on May 16, the wife of A. W. Morgan, M.P.S., of a daughter.

STOYLE.—At 32 Newburgh Road, Acton, London, W.3, on May 12, the wife of W. T. Stoye, M.P.S., of a daughter.

Marriages

BRANSBY—HILL.—At St. Paul's Church, Bolton, on May 21, by the Rev. Harris Jones, Howard. Bransby, chemist and druggist, elder son of Mr. Charles K. Bransby, chemist and druggist (C. K. Bransby & Sons, chemists, Wilmslow and Cheadle Hulme), to Edith, youngest daughter of Mr. J. Hill, Bury New Road, Bolton, and late dispenser at the Salford Royal Hospital.

Deaths

ALLEN.—At 31 Dowsett Avenue, Southend-on-Sea, on May 14, Mr. Ernest Robert Allen (F. Allen & Sons, Ltd., chemical manufacturers, Poplar), aged forty-seven.

AWBERY.—At Henley-on-Thames, on May 14, suddenly, Mr. Albert Richard Awbery, chemist and druggist, Market Place. Mr. Awbery, who passed the Modified examination in 1869, carried on business in Henley for nearly fifty years. At one time he published a local newspaper, the "Henley Advertiser." Mr. Awbery lost a son during the war, and his health was affected by the bereavement. He was twice married, and leaves a widow, a son and daughter. The funeral took place at Henley Cemetery on May 18.

FINLAY.—At 1 Forbes Road, Edinburgh, on May 22, suddenly, Mr. James Finlay, Ph.C. (late Paton & Finlay, chemists, 177 Bruntsfield Place). Mr. Finlay passed the Major examination in 1870. He shortly afterwards entered into partnership with the late Mr. James Paton, Ph.C., and in 1883 the firm opened another pharmacy. On the death of Mr. Paton in 1902 Mr. Finlay continued the Bruntsfield Place business under the same style.

GUNN.—At 2 Castle Street, Duns, on May 19, Mr. William Johnston Gray Gunn, organist of Christchurch, second son of the late Mr. William Gunn, Ph.C.

HARWOOD.—At Rochford Infirmary, Essex, on May 14, Mr. Albert Edward Harwood, chemist and druggist, "The Three Ashes," aged forty-three.

KINGZETT.—At "Newlands," Weybridge, on May 22, after a protracted illness, Adeline Ann, wife of Mr. T. T. Kingzett, F.I.C., F.C.S. (The "Sanitas" Co., Ltd., London, E.14), aged sixty-six.

ROSENGARTEN.—At his home in Philadelphia, on May 7, Mr. Frank H. Rosengarten, aged eighty-three. Mr. Rosengarten was the founder of the firm of Rosengarten & Sons, manufacturing chemists, which in 1897 was reorganised under the name of Powers-Weightman-Rosengarten Co. He retired from active business twenty-six years ago.

SAPP.—At his residence, 5 Clarence Parade, Southsea, on May 13, Mr. John James Sapp, J.P., retired chemist and druggist, aged eighty-eight. Mr. Sapp was a resident of Southsea for upwards of half a century. He opened a pharmacy in Palmerston Road when that part of the borough resembled a village, and after successfully developing his business retired in 1900. Mr. Sapp was returned to the Portsmouth Town Council in 1886, and three years later was appointed a magistrate. He also served for some years on the Board of Guardians, and took an active interest in the Kent Road Congregational Church. Although in failing health for the past six months, he retained his faculties to the last. He is survived by four sons.

SMITH.—At Chalmers Hospital, Edinburgh, on May 20, suddenly, Mr. David Macdonald Smith, chemist and

druggist, manager of the Bread Street drug department of St. Cuthbert's Co-operative Society for more than twenty years.

LINCOLNE.—At Ely, Cambs, on May 13, Mr. William Lincolne, chemist and druggist, High Street, aged seventy. Mr. Lincolne was educated at King's School, Ely, and qualified in 1876. He acquired the business previously carried on by an uncle, and became widely known and highly esteemed in the district. On the occasion of the meeting of the British Pharmaceutical Conference meeting at Cambridge in 1910, Mr. Lincolne was largely responsible for the excellent arrangements for a visit to Ely and its cathedral. He took no part in the public life of the city, but was a member of the Isle of Ely Insurance Committee, secretary of a local dramatic society, and treasurer of the City of Ely Amateur Sports Association. The first part of the funeral service was held at Ely Cathedral on May 16, the clergy in the procession being the Assistant Bishop, the Dean, and the Rev. Canons Randolph, Kennett, Campion, and Gibbon. Among the principal mourners were the widow, son (Mr. William Lincolne, chemist and druggist), and three daughters; and a large congregation assembled to pay the last tribute of respect.

WHITTLES.—At Sutton Coldfield, on May 19, suddenly, Mr. John Dencer Whittles, L.D.S. Mr. Whittles was the son of a pharmacist who carried on business in Wheeler Street, Birmingham. He taught for some years at the University, and was an ardent amateur photographer. From time to time he read papers and gave demonstrations at meetings of the Birmingham Pharmaceutical Association, at which his scientific attainments were fully appreciated.



MR. W. LINCOLNE

Wills

SIR JAMES DEWAR, D.Sc., Albemarle Street, London, W., and of Peterhouse College, Cambridge, Fullerian Professor of Chemistry and Resident Professor of the Royal Institution, Jacksonian Professor of Chemistry in the University of Cambridge, who died March 27, left estate of the gross value of £129,555, with net personalty £128,328. He desired that no bursary, fellowship, scholarship, or annual lecture, or any other memorial be founded or connected with his name, by public subscription, and that no biography of his life should be published as a separate book. He left to the University of Cambridge all his scientific apparatus in the chemical laboratory at that University. To the Royal Institution all his scientific apparatus there or in the laboratory attached thereto. A sum in the discretion of his trustees (after consultation with his literary executor, James Douglas Hamilton Dickson), but not exceeding £500, for distribution in the form of cash or gifts amongst those who had assisted him in his scientific works at the Royal Institution since 1900. £500 free of duty to James Douglas Hamilton Dickson (Fellow of Peterhouse, Cambridge), Hugh Monro Ross (secretary of the Board of Visitors of the Royal Institution), and Ernest Scott Dickson (Lecturer in the Physical Department of the University of Manchester), free of duty, with a view to assisting his wife in the examination or publication of his scientific MSS., lecture books, notebooks, papers, and correspondence, and he desired his wife in her discretion and with the necessary advice to publish them on similar lines to the work on Spectroscopy by Professor Liveing and himself, lately published by the University Press, the expenses of publication being borne by his estate, and subject thereto he directed that these scientific papers should be kept at the Royal Institution.

Trade Notes

ROSE-EMOL SOAP is a special toilet soap manufactured by Peremol, Ltd., Great Glen, near Leicester.

BELGIAN GELATIN.—Paul Ingenlath, Monument Buildings, London, E.C.3, agent for the Société Générale Belge de Produits Chimiques, offers gelatin made at the new works of the company at Ghent.

JAMES ARNOTT & SONS, LTD, 47 Pilgrim Street, Newcastle-on-Tyne, supply their price lists of oils regularly to those chemists who desire to receive them. These lists give close quotations for petroleum jelly, heavy oils, turpentine, etc.

SILKODONO COMPETITION.—Silk's Toilet Co., 8 & 9 Red Lion Street, Holborn, London, W.C.1, ask chemists to send a postcard for particulars of a new £150 prize competition which is to be started soon. There are prizes for those who sell Silkodono.

MILKAL NURSERY MILK.—J. Lyons & Co., Ltd., Cadby Hall, London, W., are introducing a brand of powdered full cream nursery milk under the name of Milkal. The retail prices are 1s. 9½d. and 3s. 6d. Details are given in the company's announcement in this issue.

"LA REINE DES CREMES."—Calmon & Neate, 8 Gerrard Street, London, W.1, sole agents for J. Lesquendieu, makers of La Reine des Crèmes, call attention to a free sample scheme which is to be advertised in the "Daily Mail" next month. The samples will be supplied through chemists.

DUBARRY ET CIE, parfumeurs, 81 Brompton Road, London, S.W.3, have sent us a pamphlet containing a series of views of the exterior and interior of their premises at Hove and in London. The photograph of the works, taken from an aeroplane, is one of these, and it is reproduced on the back cover of this issue of the *C. & D.* It gives some idea of the manufacturing resources of this firm. Other illustrations in the pamphlet are of the showroom at Brompton Road, and interior views of the factories, including the printing works and box-making departments. One of a finishing room for perfumes and toilet articles is a room which accommodates over 100 employees. Other views are of the perfume stores, toilet soap and toothpaste departments and pharmaceutical laboratories.

Personalities

MR. E. HARRISON, chemist and druggist, won the first prize in a window dressing competition at the Llandudno Junction gala held on May 21.

MR. G. H. PRIESTLY, chemist and druggist, having produced the necessary certificates, has been granted permission to practise as a chemist in Guernsey.

MR. H. S. O'DONNELL, chemist and druggist, Botica Inglesa, Oruro, Bolivia, is on a visit to this country, and may be addressed 21 Ancrum Road, Lochee, Dundee.

SIGNOR GENNARO BERGER, of Berger & Co., liquorice root and juice exporters, Naples—Corrigliano, Italy, has concluded a visit to his agent, Mr. Albert E. Ferguson, 2 Jewry Street, London, E.C.3.

MR. G. LOWSON, chemist and druggist, who has lately been manager of the St. Peter Port branch of Boots, Ltd., was presented, on leaving to take up a similar position in Jersey, with a silver milk jug by the staff and a biscuit box by the Guernsey Rangers Football Club.

AMONG the Fellows of the Royal Society whose election was announced on May 10 are: Professor R. T. Leiper (London), who has taken part in research expeditions on tropical diseases; Dr. J. W. Macbain, lecturer in physiological chemistry at Bristol, who has made contributions to physiological chemistry; Dr. J. J. R. Macleod, lecturer on physiology at Toronto and co-discoverer of Insulin; Dr. W. H. Mills, University Lecturer in Organic Chemistry at Cambridge, who has carried out investigations in optically-active substances. The full list of names was given in our issue of March 3 (p. 289).

MR. D. J. WILLIAMS, North Wales representative of Ayrton, Saunders & Co., Ltd., Liverpool, has been appointed chairman of the Llandudno Junction War Memorial Hall Committee, and presided on May 21 at a gala, at which over £300 was raised.

AMONG the Rotarians connected with the drug-trade who attended the recent conference at Scarborough were, in addition to those mentioned in the *C. & D.*, May 19, p. 685, Messrs. Sydney Body, Southend; Ernest George, Walsall; H. M. Kelsey, Scarborough; Thomas Harley, Perth; A. Mortimer, Harrogate; and Harry Stiles, Doncaster.

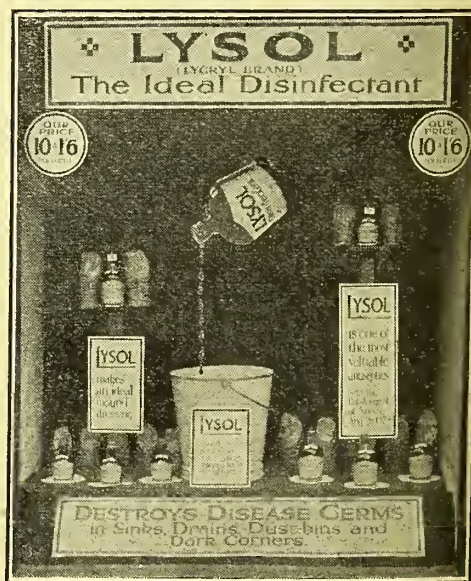
MR. S. F. CHORLEY (Kolynos, Inc.) created a record at the fifth annual prize meeting of the Surrey County Miniature Rifle Association by carrying off the first prize in every event for which he entered. His score of 298 out of a possible 300 in the B.S.A. rifle competition equalled the existing record and secured the first prize of a B.S.A. target rifle. In the competition for the Colonel Mitchell Challenge Trophy, Mr. Chorley carried off the prize with 295, and also the prize in the unlimited aggregate, with 596 out of a possible 600. The Association's championship gold medal he won with a score of 593, being only seven points below the number possible.

Chemists' Windows

Photographs of windows sent to the Editor for reproduction should be accompanied by a note on how the displays were arranged.

The Bucket and the Bottle

THE following lysol display was arranged by Mr. H. A. Martin, Leicester: The bottle cut-out from which the drops of lysol are falling into an enamelled pail of water (the real thing) forms the central feature of attraction, and the card standing in front of the pail tells the tale. On either side are stands of different sizes with informative cards, three bottles of each size



being arranged on either stand. The bottom of the window was covered with dark-brown crêpe paper, and each bottle in the foreground stood on white paper with serrate edge, giving a very smart effect. The paper strip and discs at the top were attached to the window glass, while the bottom strip was attached to a board placed at an angle. The background matched the bottom of the window, and the sides were in a much lighter shade of brown.

Observations and Reflections

By Xrayser II.

Tame Ending

to a tame year is the most obvious verdict on the Pharmaceutical Society's annual meeting of last week. In a sense this may perhaps be regarded as satisfactory; it shows at least that we are fairly contented with things as they are when even Mr. Robinson's wit in criticism is so lambent and harmless as it was on this occasion. But there is a deeper sense in which this apparent contentment may be disquieting; is it due to mere indifference or a judicial blindness bordering on apathy—like

"the poor Indian's sleep

While his boat hastens to the monstrous steep
Of Montmorenci?"

your leaderette on the election you mention several matters that call loudly for more consideration than they appear to be receiving, and these, important as they are, do not only do not exhaust the list of causes for anxiety, but are only surface symptoms. The malady lies deeper, and the recent election shows what it is. We have ceased to take any serious interest in the conduct of our affairs, and the Society, grasping at the show of power, has lost all real hold of the craft for which it exists, threatening to become a shadow pursuing shadows. The futility of its organisation scheme could not have effected a more damning exposure. I have always feared that the stimulant the Council proposed to administer would prove to be a soporific, and the unity achieved that of a machine rather than that of a living organism. It looks like it.

The President's Address,

though unusually long, contained two new statements of any practical importance, and is symptomatic of the apathy that has overtaken us at neither of them was so much as referred to in the discussion that followed. The speakers nibbled at such tall matters as the time of meeting, the format of the journal, and the character of its advertisements; but the promise of another deputation to the Director-General of our Services and a joint conference on dispensing problems fell apparently on deaf ears. We seem almost to have entered upon a period of senile decay, in which trifling ailments occupy all our thoughts, and matters of life and death go unregarded. What Mr. Neathercoat's address of education excited a little comment, but its real significance was not noticed. It is that in this as in so many other affairs, the Council, letting I dare not wait upon I would, has gone too far for our purpose without gaining its own: it has made it more difficult for us to secure apprentices without qualifying them for entrance on a University career. The Council, as usual, has thought it best to keep just below "the right thing"—that, that is; if any change of the kind had to be made. It is an unflinching sign of mediocrity to be content with the second best.

The Failure of Mr. Hardy

will not unnaturally be regarded as a blow to the Retail Pharmacists' Union. I am inclined to regret his failure, because, taking the R.P.U. as a necessary evil, I should like to have it as closely as possible associated with the parent Society as represented by the Council. The faults of the R.P.U. are largely the faults of youth; it is fussy, hasty, self-important, and a host of other things which time and experience will, it is to be hoped, correct; meanwhile, the presence of its chief upon the Council might do something in that direction. At all events, it might teach him the wisdom of the old motto *festina lente*. But beyond this, it is undoubtedly a misfortune that we should have to be presented by two independent, and in a sense, rival bodies, the Council of the Society and the Executive of the R.P.U., and it is highly desirable that they should be kept as closely as possible in touch with each other. We would not have either subject to the other, but Mr. Neathercoat's remarks on the dispensing prosecutions

show how difficult it is to allocate to each its share in the duty of defending our interests, and how necessary that perfect harmony should exist between the two.

Your "Retrospect"

of last week applies one epithet to the career of Paracelsus to which objection might be taken in the light of recent biographies of this really great and much-maligned man. Paracelsus had many serious faults, and his career was not an unqualified success, but "disgraceful" is much too strong a word to apply either to it or to him. Though, as Mr. Swainson says in his little monograph "Theophrastus Paracelsus: Mediaeval Alchemist" (Rider & Son, Ltd., Paternoster Row, 1919), "he was not so much a mystic as an occultist, being a magician rather than a saint," a mystic he was, nevertheless, a Christian mystic, and according to his lights a religious man. The charges made against him of extravagant and almost insane intemperance have been largely discounted, and are not accepted as proved by the latest authorities. Mr. Swainson does not even mention them in his brief biography. As for his magic, it would now probably be called by a more reputable name. "All the wonders of magic (he said) are wrought by will, imagination, and faith." His alchemical doctrine was based upon a kind of spiritual alchemy, and even the absurd doctrine of signatures, which seems to have originated with him, was due to his belief in the all-pervadingness of the divine in nature.

The British Medical Association

has quite rightly been prompt in reply to Dr. Smith's attack on the panel system, and its defence of the profession—for, as the reply says, Dr. Smith's allegations amounted to an attack on the general practitioners as a body—is as vigorous as it is prompt. Our own modest vindication of ourselves from the charges of Dr. Trotter is as water unto wine beside it, though we had an equally good defence to make. In the case of both attacks an exceptional instance or two of faulty service was made the occasion for a general indictment, and in both there was reason to suspect a tincture of personal prejudice. Dr. Smith's answer to the B.M.A. entirely begs the question, and is only too characteristic of the usual attitude of holders of the coroner's office. It was no part of his duty, he says, "to remain dumb when a case called for reform in some direction or other," but this duty of indicating the necessity of reform (supposing it to exist) does not include the right of making, on the evidence of any case before him, a sweeping accusation against a whole class of men presumably as anxious as himself to do their duty.

Your Article on Cod-liver Oil

has sent me back, mainly in mere curiosity, to Pereira's account of the oil in the 1853 edition of his "Materia Medica." The difference between the conditions then existing and those of the present day are rather startling. The only oil then to be met with in the London market appears to have been that from Newfoundland, and Pereira says the only kind he had seen was chestnut brown in colour, with an odour like that of boiled cod's liver. This was the "cod oil" of commerce, known on the Continent, where three kinds were used, viz., pale, pale brown, and brown, as "*oleum jecoris asella fuscum*." When I began my apprenticeship, nine years later, the only kind in use here (except De Jongh's) was pale, which passed under the name of *ol. jecoris aselli*. This was not necessarily *ol. morrhuae*, but might be at least partly derived from other species of the tribe gadidae, as Pereira says. Some doctors then had, as I well remember, a prejudice in favour of the darker oil sold as De Jongh's, which, though less palatable, was supposed to have greater medicinal value. The pale oil had, however, been in more general use for a good while, for I used to be dosed with it while still a schoolboy.

A CHEMICAL EXPERT is to be attached to the commercial department of the United States Embassy in Berlin.

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Editorial Articles

Licensing Reform and Chemists

HOWEVER much we may be disposed to admire our modern legislative machines, we cannot shut our eyes to the fact that the results of their workings are not always ideal. The recently elected Parliament of Northern Ireland has found itself faced at the outset of its career with a problem which calls for speedy solution—the problem of the irregular drinker. It is undeniable that during the past four or five years the drinking of methylated spirits and the illicit distillation of alcohol have shown a tendency to increase in Northern Ireland. Such a movement could not be ignored by the responsible government, not only because of the social injury it entailed, but also because of the loss of the revenue from potable spirits which must ensue from it, and so a measure has been introduced into the Parliament at Belfast which, under the name of a Licensing Reform Bill, is intended to apply a remedy to the evil. With the general provisions of the Bill chemists and druggists have no special concern. In the present condition of the national finances, it is the clear duty of the Premier of the Northern Parliament to take steps to safeguard the revenue from spirits. Nor can it be denied that the injury to public health which is involved in the drinking of methylated spirits is an evil which it is within the province of the government of the day to devise means to correct. The sale of methylated spirits is, however, of such special concern to chemists that they are entitled to ask whether the provisions of the new Bill are such as can be justified in the light of the burden they will impose on the chemist's business, or whether even they are likely to effect the object for which they are designed. The Bill will put methylated spirits as to sale and supply into the category of poisons, and will require that retailers shall be licensed annually by a licensing court, just as happens in the case of licensees of public houses. To this we are disposed to object as a wholly unnecessary and burdensome restriction on the business of retailers of methylated spirits, which is to such a large extent in the hands of chemists and druggists. The law and the statutory regulations of the Commissioners of Customs and Excise provide already, so far as can reasonably be demanded, against the risk of improper sales of

he spirit. And against the improper use of the spirit when sold no complete remedy can be found. The idea that calling the liquor "poison" can have any effect in this direction smacks more of nursery wisdom or the ingenuity of a Chinese Legislature than of robust British common sense. Then, too, the requirement that retailers shall apply to a licensing court annually for a licence to sell seems to be a quite unmerited reflection on the large body who are at present engaged in the business. For it has to be borne in mind that in all the heated controversy in which the alcohol question has been involved, there has been no suggestion of any disregard of the present law by the general body of retailers. If legislators were disposed to be frank and straightforward, both towards themselves and towards the public, in this matter, they would, we think, admit that the real root of the methylated spirit drinking evil is to be found in the present prohibitive price of beverage alcohol, which in turn is to be traced to the high rate of duty on the article. Until something can be done to modify this, we have little hope that anything can be accomplished which is likely to be effective.

A Worthy Memorial

Not long since, the centenary of the Philadelphia College of Pharmacy, founded in 1821, and incorporated by charter in 1822, was celebrated in the city by a series of impressive functions in which many of the leaders in American pharmacy took part. There has now reached us a sumptuous volume of 730 pages, entitled "The First Century of the Philadelphia College of Pharmacy, 1821-1921," edited by Mr. Joseph W. England, one of the versatile men of science in whom the United States is so rich. A Philadelphia correspondent happily remarks that the history is virtually a cross-section of American pharmacy; it would be almost equally true to say that to all intents and purposes it is an encyclopædia of pharmacy in the States. Not only are there annotated lists of the graduates of the College and of the Department of Pharmacy and Chemistry of the Medico-Chirurgical College (which the College absorbed in 1916), but practically every American pharmacist of note appears to find a place in the index, while in the text each of the more important biographies comprise a portrait. Parrish and Remington, Maisch and Squibb, Warner and Fairchild—these and others whose names are household words are enshrined in a record that, as time goes on, will prove to be indispensable. Wisely, we think, the first chapter of the book is devoted to establishing the atmosphere of Philadelphia in the year 1821; and in order to do this it has been necessary to go a little further back. The accounts given of the drug-trade, wholesale and retail, prior to the establishment of the College are of singular interest. Take, for instance, the following extract from an address given by Mr. Samuel F. Troth in 1864:—

Epsom salts were very little used when I was an apprentice; we used to purchase from 20 to 40 pounds of Glauber at a time, at 2½ cents per pound, while we would only buy a single keg of Epsom, holding about 25 pounds, at 15 cents. The first really nice Epsom salts I recollect having in our store was the year the College was organised: John Farr, the noted chemist, was going to pay a visit to his friends in London, and offered to make some purchases for us, and one of the articles in that first importation of our house was two casks, 1,190 pounds of beautiful Epsom salts, at a cost here of 7 cents per pound, which was so much in demand by the retailers that we increased our orders, until the Baltimore manufacturers put a stop to our importations of the article. . . . Forty years ago all the calcined magnesia we sold was burned in Abram Miller's pottery, opposite this building, where the public school now stands; we used to take a case of English carb. magnesia, pick out some of the nicest and hardest lumps, and pack the balance in earthen crocks procured from the pottery, and send them around to be put in the kiln when Miller burned his ware. The first firm to manufacture chemicals in the States, it is believed, was that of Christopher and Charles Mar-

shall, who, as early as 1786, made muriate of ammonia and Glauber's salt. The eldest daughter of Charles "was probably the first American woman pharmacist, and continued to manage the business until 1825." The shop of the Marshalls and that of John Speakman, an apothecary, are instanced as of a professional type, which was exceptional then.

In many cases, in the retail as well as the wholesale stores, the sale of medicines in the early part of the nineteenth, as in the eighteenth century, was combined with trade in paints, varnishes, oils, window glass, dyestuffs and garden seeds. These heavy articles of merchandise were distributed by the same hands from which a customer received rhubarb, magnesia and calomel.

The opening chapter ends with a list, extending to four pages, of noteworthy events of the year 1821. We have not space to make a more extended reference to it, but we signal it out as symptomatic of the thoroughness with which the editor of the book and his helpers have accomplished their task—a task extending over several years, and doubtlessly involving, here and there, heroic condensation of the abundant material. For a connected history of the College we must perforce refer our readers to the volume itself; it will suffice to mention here, by way of rough outline, that the institution, founded (as we have said) in 1821, moved into a home of its own for the first time in 1832, erected a new building in 1868, and rebuilt on a larger scale in 1892-93. The College soon made its influence felt. So early as 1824 there was published "Formulae for the Preparation of Eight Patent Medicines, adopted by the Philadelphia College of Pharmacy," the eight being Hooper's Female Pills, Anderson's Scots Pills, Bateman's Pectoral Drops, Godfrey's Cordial, Dalby's Carminative, Turlington's Balsam of Life, Steer's Opodeldoc, and British Oil. A committee had been nominated for this purpose two years previously; and in presenting its report it summed up the pros and cons of the new departure in the judicial remark that "in stripping these medicines of their extravagant pretensions and false assertions, the committee are aware that they incur some risk of decreasing their sale. As they now stand, however, . . . owing to the very gross falsifications that have been vended under their name, the confidence of the public in them, and their consequent sale, have, no doubt, lessened." There appears to have been no hesitation on the part of the College in publishing the formulas suggested by the committee, of whose work our author writes:—

It was an important service. For instance, ivory black, which has been used in many cases for making Hooper's Female Pills, was rejected as "a clumsy and barbarous ingredient." In Bateman's Drops, the committee found 7½ grains of opium to the pint in one formula in use by American apothecaries and 106 grains to the pint in another formula. The camphor content varied still more. Castor appeared in some recipes in place of catechu, "which it in no way resembles."

From the first, in such ways as these, the College became intensified with American pharmacy in the manifold problems of its evolution. In the convention, for example, held on October 15, 1851, from which convention arose the American Pharmaceutical Association, the delegates of the Philadelphia College played a leading part.

We are almost tempted to regret that the numerous references to the United States Pharmacopœia and its forerunners and to the U.S. Dispensatory have not been assembled and expanded into a chapter of their own, so important is the subject from an historical standpoint. As it is, the whole of the Latin Pharmacopœia of thirty-two pages, published in Philadelphia in 1778, is reproduced in facsimile, a proceeding followed also in the case of the title-page of the first U.S. Pharmacopœia (1820), and of various documents. The illustrations number 300 in all, and they are so admirably printed that the caveat

In the preface as to those made from old paintings and faded photographs seems unnecessary. In only one case have we noticed a portrait of a living member of the trade that "dates," and, of course, it may reasonably be urged that in a work of reference of this kind each celebrity can only be represented as he was at one period of his career. The format of the book is a delight to the eye, and the proof-reading has obviously been done with scrupulous care. English-speaking readers in any part of the world who desire a compendium of such matters as laws affecting pharmacy in the United States or reciprocity between the separate States in pharmaceutical qualification will find the work of value; but it is much more than a compendium. The narrative moves with an easy swing, rising at times to forceful eloquence, that indicates a proper pride in the distinguished institution forming its subject-matter and a vigilant regard for pharmacy in its widest aspects. Since receiving the volume we notice that a policy of expansion has been decided upon, and that a building site has been purchased by the officers, the Board of Trustees, and the Faculty. Alumni in all parts of the world are being asked to raise an adequate sum for new buildings and endowments; and we have no doubt that the response will be commensurate with the world-wide prestige of the College.

The Fall in Shellac

SINCE market conditions and the outlook in shellac were discussed in our issue of January 20 last, the position has undergone a considerable change in buyers' favour. It cannot be said that there has been any weakening in general consumption so far this year; on the contrary the deliveries to consumers, both in the United States and in Europe, compare quite favourably with the same period of the previous year, having been as a matter of fact more or less swollen by the freer movement of supplies from the primary source. The receipts at Calcutta from the interior have also shown an increase of roughly 50 per cent. compared with the first four months of 1922. The brisk conditions of American trade within the last eight months or so accounted for their heavy proportion of the takings from Calcutta, but American importers for some little time past have pursued a more conservative policy in providing for future needs; and the considerable improvement in the supplies diverted to this side since the closing months of last year have helped in no small degree to cheapen the price. There is also every indication of more adequate resources in this market again during the current month, and the reconstitution of the stocks here may easily become accentuated as time goes on. Should it turn out eventually, however, that America has allowed to let her reserve stocks run rather low under the influence of a falling market—of which there has been more distinct evidence especially at Calcutta of late—there might ensue an accumulation of buying orders, given firmer markets, although good sized arrivals should again be accounted for in American ports for the current month. The April shipments from Calcutta, on the other hand, were relatively light, amounting to about 27,000 cwt., of which well over two-thirds went to the United States. The price on the spot in London of Standard T.N. diamond, which at the close of last year stood at 375s. per cwt., has within the last four months or so fluctuated mostly downward to the extent of about 95s. to about 290s. This represents a drop of 105s. from the highest point touched in 1922, but the present value is still some 40s. over the lowest recorded in that year.

There is presumably room for a further decline under a more cautious demand, especially if the stocks go on increasing by degrees, as has been the case for four months running. At the end of last month 9,285 cases were held in stock, this being the largest quantity returned since September last, when the total was 11,688 cases. There are but few commodities which still stand so substantially at above pre-war levels as shellac, which at one period last year showed a drop of 575s. per cwt. from the "record" level attained in 1920 of 900s. Its severely inflated value in more recent years was inevitably caused by the sharply dwindling stocks on this side due to the much heavier world's consumption. But for the latter factor, deflation would doubtless have proved still more marked. The monthly average of the London deliveries for 1919 was exceptionally heavy at 6,637 cases, but fell to 4,190 cases for the following year. The average deliveries increased again for 1921 and 1922, reaching in the latter year 4,769 cases. It is interesting to note that the monthly average of the deliveries for the first four months of this year shows a renewed substantial increase to 5,690 cases, albeit this is only slightly more than in the same period last year, but this average is very considerably in excess of that for the corresponding months for several years previous to 1922. This may be gathered from the statistics we give below:—

		Cases			
		1923	1922	1921	1920
Landings, Jan.-April		27,748	19,176	8,072	15,510
Deliveries, " "		22,759	22,512	13,486	16,684
Stocks at end of April		9,265	7,713	6,809	13,533

Easier statistical conditions having confronted the market of late, it is not surprising that in the absence of any bull speculation in forward positions there has been a renewed widening of the discount on these as compared with spot value, while the available stocks are well held. Speculative enterprise, whether on the bear or bull tack, can hardly be expected to assume any important dimensions so long as the future of shellac continues so uncertain; the course of the market at present more especially depends on developments at Calcutta. The price there has been coming down sharply to about 128 rupees, which shows a depreciation of well over 60 rupees as compared with a month ago, while the contract price for August delivery over that period has at this end fluctuated from about 315s. down to 245s. At the highest point reached last year, the Calcutta price stood at 202 rupees, so that, as compared with the current quotation, there has been a total depreciation of about 75 rupees. The demand from consumers for spot and near at hand parcels has become more restricted in anticipation of further concessions, and the terms for May-June shipments of TN having fallen to about 250s. c.i.f., forward sales on the usual contract basis have been tempted down to about 240s. for October delivery. Anything like a revival of buying at any time at Calcutta on American account would doubtless put an end to the bearish feeling which has existed there for some time past.

DR. BEST (co-discoverer with Dr. Banting of insulin) and Dr. D. A. Scott have reported to the Toronto Academy of Medicine that they have succeeded in demonstrating the presence in the blood of animals of a substance possessing the properties of insulin, i.e., of lowering the sugar content of the blood. The practical value of this discovery has yet to be determined.

Dangerous Drugs Bill.

IN THE LORDS

WHEN the Dangerous Drugs and Poisons (Amendment) Bill came before the House of Lords on May 10 for third reading, the Government introduced an amendment of Clause 2 designed to make it clear that the consent of the Attorney-General was only required for indictable offences and not for summary proceedings. This amendment was agreed to. Earl Beauchamp made an attempt to modify the penalties incurred by purely technical contraventions of the conditions of "dangerous" drugs licences granted to wholesalers. He said the position with regard to dangerous drugs and poisons is really rather interesting. You have the same position with regard to a number of other very dangerous drugs which are now, unfortunately, being too much circulated in this country, and the question which naturally comes before our administrators is how they should try to prevent these dangerous drugs from circulating in the country. There are two people against whom you can proceed. You can proceed against either the manufacturer or the retailer. His contention was that, generally speaking, in regard to these dangerous drugs the proper person to proceed against is the manufacturer. There are not so many of them and they are easier to get at. It is easier to control the factories than the retailers. There is an interesting example of this in connection with chlorodyne. At one moment chlorodyne contained a dangerous drug, and instead of that being dealt with by proceeding against the retailers the manufacturers eliminated the dangerous drug from the manufacture of chlorodyne, and now chlorodyne is being sold as an innocuous medicine throughout the country. His lordship then read some figures with regard to the sale of dangerous drugs. These he said, had been supplied by a large company which deals with these drugs. In the course of last year they sold £238 worth, of which the cost was £163. The gross profits therefore were £74. The working expenses were £47, leaving so far a profit of £26. Then there were fees to licences and for the cost of making returns to the Home Office, which came to a total of over £25. The net profit for the whole year 1922, on a gross sale of £238, was only £3 9s. 1d. It is obvious that if you are going to threaten these people who are selling these goods with an enormous penalty, such as that which is provided for in this Bill, it is likely that they will be unwilling to continue to supply these goods. Proceedings were taken against one of these wholesalers, who, by inadvertence, had left unlocked a cupboard in which some dangerous drugs were kept. That was not a great offence, but for an offence of that kind in future a person will be liable to a fine of something like £1,000. At the present moment I think he would be liable to a fine of £100. Of course, in an ordinary way the magistrates would not inflict the maximum penalty. They would probably inflict one of £10 or £5, but if in future the law, as is proposed by this Bill, is going to be multiplied by a hundred it is obvious that a very serious hardship will be inflicted upon these retailers. He suggested therefore an amendment which would relieve the inadvertence of a licence holder or his agent.

The Earl of Onslow for the Government refused to make the concession asked for or to limit its effect to wholesale druggists, because it is difficult to give preferential treatment to one particular class of trader. Great difficulties would arise in administration in determining whether any particular firm came within the scope of the suggested amendment. Failure to observe the conditions of a licence may often be a serious offence and not at all a technical one. He did not think that the increase of penalties would deter drug houses from supplying doctors and hospitals with their drugs. These provisions have been in force since 1921, and no serious complaint had been received of any hardships or difficulties in the matter. The amendment was negative.

Lord Dyreror then moved an amendment providing that a pharmaceutical chemist may in an emergency and in good faith without a prescription administer any of the drugs covered by the Act. He said the Act and Regu-

lations are extremely drastic, and cases have occurred where persons have suffered extreme agony because no doctor is at hand who could administer morphia or cocaine. He mentioned the case of a well-known lawyer who suffered extreme agony because he was unable to get relief for many hours in the case of an injured eye, because the chemist dared not apply the very simple remedy of a little cocaine solution. There was also a case of a doctor suddenly seized with a violent attack of colic, who could not obtain the remedy from the chemist and no doctor was available. This would probably arise time after time in country districts where there is only one doctor practising. If a chemist gives a drug without a doctor's order he is liable to a fine of £200 and imprisonment, and this Bill increases the fine to £1,000, or ten years' penal servitude, or both. It is not a very happy outlook for the chemist. No chemist, even in cases of most extreme urgency, would run the risk of giving morphia or cocaine, although he granted that the Bill had been modified slightly in saying that no prosecution can take place except with the consent of the Attorney-General or by the Director of Public Prosecutions. This applies to chemists and others. The amendment applies only to chemists. He must administer the drug himself. He cannot give it to anybody else to administer or apply. It will be no use anyone coming to him and saying: "There is someone in a neighbouring house suffering agonies of pain; will you give me some morphia?" The amendment would not allow that. It would allow the chemist to go to that house and administer it himself. In the second place it must be a case of emergency, and in the third place it must be given in good faith. He thought that the public need a little consideration. Even if by chance some drug taker got a chemist to administer one dose by fraud, it would be better than that members of the general public should suffer hours of agony under this Bill. After all, Acts of Parliament are made for man, not man for Acts of Parliament.

Earl Russell suggested that it should be made clear that the drugs might be used for other emergencies than relieving pain, it might be saving life.

The Earl of Onslow said to give chemists a statutory right to administer these drugs at their discretion would be a very serious matter indeed. Supposing, for example, that a person who is addicted to the habit of taking morphia or cocaine goes to a chemist's establishment, and says that he is suffering severe pain on account of his not being able to get his usual dose. In those circumstances the chemist would be entitled to give him what he asked for, and, of course, that would open the door to considerable abuse. This amendment would place the chemist in a semi-medical position, and he thought this would be strongly criticised by the medical profession generally, because these particular drugs, especially one drug which his noble friend mentioned, cocaine, cannot really be safely administered by persons who have not had a medical training. Even if the Government were able to view the proposal with more favour than they can accord it at present, he did not think it would be possible to introduce a statutory provision in the Bill. If it were necessary to make a provision of this kind the proper method would be by a modification of the existing Regulations. But it is not really necessary in any circumstances to include such a provision in the Act of Parliament. The Pharmaceutical Society themselves, though he understood that they have seen this amendment, did not suggest it and do not officially support it.

The amendment was withdrawn.

An amendment was made in Clause 6 dealing with the title of the Act.

IN THE COMMONS

Early on Thursday morning, May 16, the House of Commons considered and agreed to the amendments that had been made in the House of Lords.

At the sitting on May 16 before the Whitsuntide adjournment, the Royal Assent was given and the Bill became the Dangerous Drugs and Poisons (Amendment) Act, 1923.

Dental Board of the United Kingdom

THE Dental Board of the United Kingdom met at 44 Hallam Street, London, W., on May 9, 10, and 11, the Rt. Hon. F. D. Acland in the chair. The following are the passages of general interest to our readers in the

CHAIRMAN'S ADDRESS,

in the opening paragraphs of which Sir Almeric FitzRoy was thanked as being mainly responsible for the formation of the committee upon whose reports the Dentists Act, 1921, was founded, and as having taken a keen interest in the framing of the Act and of the Board's Regulations.

It will be seen that the estimated income of the Board for the year, about £45,000, will be sufficient to discharge its ordinary expenses, to pay the balance of about £13,000 not provided for in the previous year for our building and equipment, and to leave about £20,000 available for research and education. I do not anticipate that there will be any difficulty in allotting this sum usefully. Already approximately £3,000 has been appropriated for grants and loans. The Finance Committee, as will be seen, have estimated that £1,500 will be required for legal expenses. I fear that this, though on a modest scale for the work to be done, will be none too much. . . . But I should like it to be realised that, to the exact extent to which it is necessary to take proceedings for the enforcement of a proper standard of conduct in the profession, money is subtracted, in legal charges and in many other indirect ways, from the funds available for the advancement of the profession through education and research. Thus any actions on the part of dentists which cause proceedings to be taken against them are not only an injustice to neighbouring practitioners, but act as a drag on the wheel of the progress of dental training and of dental knowledge.

Progress has been made since last we met towards the fulfilment of our desire to assist those persons who, under the arrangements upon which the Dentists Act was founded, have been debarred from registration as dentists through being under the age of twenty-three at the date of the passing of the Dentists Act. . . . The Board will be asked to approve the setting aside of a sum to assist with regard to fees, and in some cases maintenance, such of those persons as satisfy examiners appointed by the Board of their competence in mechanical dentistry, and show that they are unable to qualify without this assistance. . . . As, however, it does not at present appear very likely that suitable persons from this class will come forward up to the numbers which the Board could afford to assist, letters have been written, since I last addressed you, to the head masters and mistresses of a large number of secondary schools, informing them that the Board hopes to be in a position to assist students suitable for, but unable to take, the dental curriculum owing to want of means, by grants towards fees and instruments, and in certain cases by maintenance grants also. . . . I hope that as time goes on many applications may be made to us, for it would be a proud boast if in course of time we could say that no suitable student was debarred from entry to the profession by lack of means. We must, however, particularly in the early days, be watchful as regards our expenditure under this head, for, as the Board will realise, the grants once made will have to be continued during the four years of the curriculum, and will, therefore, not reach a maximum until the fourth year after their inception. . . . We have begun on a small scale to make loans to students not in receipt of Government grants who find themselves unable for unforeseen reasons to complete their courses.

Many inquiries have been received as to the circumstances under which it was allowable to insert a notice in a newspaper as to change of address or hours of attendance at a particular address, to use the words "dental surgery," and to use illuminated signs. Without committing the Board on the subject the Committee have given provisional rulings on these points. I suggest that they should be considered by the Board during this session, and if approved should be published for general information.

Negotiations have been proceeding between associations and societies of dentists on the one hand and representatives of the industrial co-operative movement on the other. . . . I am informed that only unimportant details remain for settlement, and that complete agreement has been reached on the main principles of a scheme of working. The elements of the agreement which are of chief moment to the Board are that a panel will be formed of all dentists willing to accept a certain scale of fees which has been

mutually agreed upon, thus avoiding the advertising of a particular dentist which has hitherto frequently occurred; and the dentist will receive the agreed scale of fees from the society without deduction, which will avoid other undesirable aspects previously occurring in certain cases.

Our solicitor has up to Easter taken action in 132 cases of persons continuing wrongfully to practise after November 30 last. A minority of cases—22 in all—were of persons who had either never applied to be registered, or who in their applications had not satisfied the Board's requirements. The work of clearing up these cases has been proceeding satisfactorily. It has seemed necessary to take actual legal proceedings in only four cases as yet, and in all of them the prosecution has been successful.

DENTIST AND ANOTHER BUSINESS

Mr. Sheridan asked whether it is permissible for a dentist to carry on another business (e.g., that of book-maker or dancing master) at the same time as he is practising dentistry.

The Chairman gave the following ruling: It is permissible for a dentist to carry on any other occupation which is itself lawful at the same time as he is practising dentistry, and the Board have no power to interfere.

CHARGES AGAINST DENTISTS

The cases of ten persons on the Dentists Register who had been variously charged with "infamous or disgraceful conduct in a professional respect" or other vices were considered. Two of these, that of William George Poole, registered as of 169 Devonshire Street, Sheffield, who appeared in answer to a charge of permitting an unregistered son to practise as a dentist in his name or in partnership with or as assistant to him, and that of Henry Head Drew, charged with advertising in a theatre programme at Plymouth, were concluded with the chairman's announcement:—"The Board do not find that your name ought to be erased from the Dentists Register." In six other cases two of sending out cards for distribution (John Shiple Slipper, 229 High Holborn, London, W.C.1, and Cecil Leslie Pearce, 306 Earl's Court Road, S.W.), and four of advertising in newspapers or otherwise (Andrew Walker Mouat, 65 Ferry Road, North Leith; Frank Robertson Begg, 14 Market Place, Selkirk; Vallecarr Wright Mallen, 106 Edgware Road, London, W.2; and Albert Edward Lloyd, 48 London Street, Fleetwood) the dentists were ordered to produce professional testimonials as to good conduct before the next session of the Board, and, in the event of the testimonials not being completely satisfactory, to attend the session. The chairman pointed out to Mr. Slipper that, although there was nothing in the present charge relating to the subject, the Board desire to draw attention to their disapproval of announcement of the practice of dentistry by means of large letter upon business premises. The charge against Mr. Mallen was in the following words:—"That, being a registered dentist, you have advertised with a view to procuring patients by exhibiting on numerous parts of your premises at 106 Edgware Road, London, W., your name as a qualification, and also exhibiting on the said premises other words, viz.: 'The old-established dentist,' 'Advice free,' 'Moderate charges,' 'Soft gums for tender mouths,' 'Bridge work and gold crowns,' such being size and in quantity greatly in excess of anything required for legitimate professional purposes; and that in relation thereto you have been guilty of infamous disgraceful conduct in a professional respect." In the remaining two cases, those of James Daniel William 152 Ladypool Road, Sparkbrook, Birmingham, convicted of a felony in 1906, and Walter Ernest Tate, 45 West Road, Loftus, Yorks, convicted of embezzlement on February 6, 1923, the decision of the Board was that the names ought to be erased from the Dentists Register which finding will be reported to the General Medical Council.

An address was given by Sir D'Arcy Power, consultant surgeon to St. Bartholomew's Hospital, London in the Church of St. Peter-upon-Cornhill, on May 23, on the founding of the hospital 800 years ago.

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

Local Reports

ENGLAND AND WALES

London.—A meeting of the Pharmaceutical Committee was held on May 15, Mr. H. Skinner (chairman) presiding. The report of the Central Checking Bureau for February showed a margin of error of 0.02 per cent. Mr. G. A. Mallinson, secretary of the Retail Pharmacists' Union, was appointed returning officer for the election of the Pharmaceutical Committee in June. The secretary reported, *inter alia*: Particulars of dispensing for February as follows:—

Value of ingredients	£ 7,350	s. 4	d. 11	Total prescriptions	514,553
Value of disp. fees	9,705	6	9	Av. ingred. cost ..	3.43d.
Number of scripts..	406,068			Av. dispens. cost..	4.53d.

Particulars regarding certain drugs and appliances which may be now supplied by doctors or chemists. That the Ministry of Health had instructed Insurance Committees to include in the chemists' account forms the total number of prescriptions dispensed each month. The Committee instructed the secretary to make arrangements with the Insurance Committee for the supply of the total number of script formulas. Particulars of complaints received concerning the pharmaceutical service in two areas of London. Particulars of the views expressed in certain quarters concerning medical services, indicating that the present terms and conditions of service for doctors terminate on December 31, 1923, and for chemists on April 30, 1924. Representatives of the Pharmaceutical Service Sub-Committee reported particulars regarding complaints against four chemists on the panel, one of which was regarded as frivolous and not substantiated. The Committee instructed the secretary to investigate a complaint alleging inadequacy of the dispensing service in a London suburb.

Middlesex.—At a meeting of the Pharmaceutical Committee, held on May 16, Mr. J. H. Cunningham was unanimously elected as a member of the committee, in place of Mr. Mason, who resigned. Among the matters discussed were: Suggested modifications of the Middlesex Formulary; increase in the price allowed for san-tonin, arising out of action taken by the Committee; the use of methylated spirit in dispensing; and the re-election of the committee. Mr. G. A. Mallinson was formally appointed as returning officer. The supervisor's report on the work of the checking department included the following statistics:—

	February	March
Number of prescriptions	112,311	128,378
Total value	£3,993 3s. 5d.	£4,596 6s. 6d.
Average ingred. cost per prescription ..	3.98d.	4.02d.
„ dispensing-fee	4.55d.	4.57d.

The meeting concluded with a vote of thanks to the chairman, Mr. Herbert Skinner, for his service during the past two years.

Portsmouth.—The financial statement issued on May 22 in connection with the Drug Accounts for 1922 compared with 1921 is as follows:—

	1922			1921		
	£	s.	d.	£	s.	d.
Ingredient prices	2,706	1	2	2,681	14	9
Dispensing fees	4,106	16	6	4,045	2	3
Number of prescriptions ..	194,971			177,139		
Persons on panel lists ..	69,150			68,358		
Average ingredient price ..	3.3d.			3.6d.		
Average dispensing-fee ..	5.1d.			5.5d.		

May Drug Tariff

The following are the alterations for May in the Insurance Drug Tariff for England and Wales:—

Lower.—Hydrarg. oxid. flav. B.P., 7s. 7d. lb.; hydrarg. perchlor. P., B.P., 6s. 4d. lb.; hydrarg. subchlor. B.P., 6s. 8d. lb.; hydrargyrum amm. B.P., 7s. 6d. lb.; lin.

aconiti co. B.P.C. meth., 3s. 9d. lb.; lin. chlorof. B.P., 4s. 8d. lb.; lin. opii meth., 3s. 4d. lb.; liq. strych. hydrochl. B.P., 3s. 6d. lb.; ol. menth. pip., B.P. (re-distilled), 24s. lb.; pepsin, B.P., 1s. 10d. oz.; pot. nit. B.P., 1s. 3d. lb.; salicin, B.P., 1s. 9d. oz.; tr. guaiaci. B.P.C., 8s. 4d. lb.; ung. gallæ c. opio, B.P., 4s. lb.; ung. hyd. nit. B.P., 3s. 2d. lb.; vinum pepsin, B.P.C., 4s. 9d. lb. Adhesive plaster, 8d. per sq. ft.

Higher.—Acetanilidum B.P., 3d. oz.; acid. carbolic, B.P. (detached crystals), 2s. 9d. lb.; acid carbolic liq. B.P., 2s. 6d. lb.; acid. citric. pulv. B.P., 2s. 11d. lb.; acid. salicylic. B.P., 4s. lb.; acid. tartaric. pulv. B.P., 2s. lb.; ammon. ichthosulph. B.P.C., 6d. oz.; argent. nucleinas, 4s. oz.; barbitonum B.P., 2s. 6d. oz.; creosot. carb. B.P.C., 1s. 6d. oz.; guaiacol carbonas. B.P., 1s. 6d. oz.; hexamina B.P., 8d. oz.; mel. boracis B.P., 1s. 6d. lb.; methyl salicylas B.P., 4s. 10d. lb.; methylsulphonal B.P., 2s. oz.; ol. lini B.P., 7s. 3d. gal.; ol. ricini B.P., 1s. 1d. lb.; phenacetin, B.P., 11d. oz.; phenazon. B.P., 1s. 1d. oz.; phenolphthalein, B.P., 11d. oz.; pot. permang. B.P., 1s. 7d. lb.; saccharum purif. pulv. B.P., 10½d. lb.; salol B.P., 6d. oz.; sulphur sublim. B.P., 5½d. lb.; syr. aurantii B.P., 3s. 1d. lb.; syr. calc. lactophosph. B.P., 2s. 2d. lb.; syr. cascara arom. B.P., 4s. 6d. lb.; syr. chloral B.P., 2s. 9d. lb.; syr. codeinæ phosph. B.P., 2s. 11d. lb.; syr. ferri iod. B.P., 2s. 7d. lb.; syr. ferri phosph. B.P., 1s. 6d. lb.; syr. glycerophosph. co. B.P.C., 2s. 8d. lb.; syr. ipecac. B.P.C., 2s. 7d. lb.; syr. limonis B.P., 2s. 2d. lb.; syr. papaveris B.P., 85s. 11d. lb.; syr. rhoeados B.P., 1s. 9d. lb.; syr. scillæ B.P., 1s. 4d. lb.; syr. sennæ B.P., 1s. 8d. lb.; syr. zingib. B.P., 1s. 8d. lb.

Association Affairs

Ealing.—The new secretary of the Ealing Pharmacists' Association is Mr. W. T. Stoyale, 188 Acton Lane, London, W.4. (Corrected notice.)

London (W.).—The annual meeting of the Western Pharmacists' Association was held at 192 Oxford Street, W., on May 17, the President (Mr. W. E. D. Shirliff) in the chair. The report of the general secretary (Mr. J. P. Ellerington) showed a slight decrease in membership during the year, due chiefly to a thorough revision of the list of members. Acknowledgment was made of the services of the sub-district officers, the treasurer (Mr. H. S. Watson), Mr. G. A. Tocher, and others. The report of the social secretary (Mr. Harry Martin) gave details of the receipts and expenditure for social functions during the past session: it was shown that the accounts on opposite sides practically balanced each other, as was also the case in a survey of the past three years. On the motion of the President, thanks were accorded to the general secretary, the social secretary, and the assistant secretary (Mr. C. G. Bonner), each of whom briefly replied. The treasurer's report for the past twelve months showed that a net profit of £24 7s. 4d. had resulted, increasing the bank balance of the Association to £121 12s. 2d. A vote of thanks to the treasurer was carried by acclamation, and was followed by a similar vote to the auditors. After a brief discussion, it was unanimously agreed to subscribe £10 10s. to the Benevolent Fund of the Pharmaceutical Society, £2 2s. to the Early Closing Association, and £10 10s. to the local fund of the forthcoming Conference. After the President had announced that the annual sports organised by S. Maw, Son & Sons, Ltd., would be held on June 14, the six vacancies on the committee were filled by ballot, the result being as follows: Mr. C. G. Bonner, Mr. J. P. Ellerington, Mr. Morley Taylor, Mr. Gwilym Thomas, Mr. E. White, and Mr. P. S. Windwood. Mr. C. A. Noble gave his customary summary of Insurance happenings, and was cordially thanked for his reports throughout the session. The President expressing a desire not to be renominated for the London Pharmaceutical Committee, Mr. G. Roe was nominated in his place, together with two present representatives, Messrs. A. R. Melhuish and C. A. Noble. The sub-district officers were thanked for their services, and the proceedings closed with a hearty vote of thanks to the President (to whose name was added that of Mrs. Shirliff), proposed by Mr. R. R. Pratt.

Business-building Letters

In no business can the sales letter be used to greater advantage than that of the chemist, providing the proper thought and attention be given to the writing and sending of it. By his professional standing the chemist receives greater respect and confidence than any other shopkeeper, and a well-worded personal letter from him will command attention and result in increased business.

In middle- and better-class businesses, customers may be placed under three headings—cash customers, booking customers, and those who send for goods by post. This last class affords an opportunity for business which is very much neglected. Experience shows that very few chemists have any system of registering the addresses of postal customers. Such a register, if kept up-to-date, is an asset to any business. The fact that a person writes to you for goods is in itself a testimonial, and opens the door for more business. Letters should not be sent at shorter intervals than four to six weeks, or the recipients will tire and lose all interest in them. A good plan is to arrange twelve special offers, one for each month. This gives an opportunity for a monthly letter. Here is a suggested list suitable for a city or suburban business:—

January.—Offer several lines as stock-taking bargains.

February.—Bronchial or cough remedy.

March.—Skin cream or lotion.

April.—Toilet rolls or spring-cleaning articles.

May.—Soaps and sponges, or photographic goods.

June.—Hair, nail, and tooth brushes.

July.—Bathing caps and flesh gloves.

August.—Salines, lemonade powders, etc.

September.—Shampooing and hair preparations.

October.—A pine inhalant or rheumatic remedy.

November.—Hot-water bottles or chilblain remedy.

December.—Perfumery and Christmas presents.

Many other lines lend themselves to good selling talk. Quality, the dispensing department, service, personality, your pharmacy, developing and printing—all are fitting subjects to write on.

PREPARING A MAILING LIST

Let us suppose that a chemist in a medium-class family business wishes to organise a profitable letter campaign. This should be his procedure. The first thing is to get together a mailing list. The best arrangement for this is the card-index system, which allows of additions, removals, or alterations being made as often as required. Small cabinets, complete with cards, can be obtained for a few shillings, and many chemists will make their own. It is as well to have three cabinets, or a cabinet containing three drawers, each provided with an alphabetical index, each letter of which should be subdivided by vowels. Label the drawers or cabinets, "Cash," "Booking," "Postal." To start the cash list write the names and addresses of all known customers, allotting one card to each name. Afterwards make a point of offering to send parcels for unknown customers, thus obtaining their names and addresses for addition to your lists. In this way, and with the aid of a local directory, you will soon have an up-to-date list. The booking list can be completed at once from your ledger. The postal list will be made up by registering all known postal addresses, and adding new ones as they come in. Special efforts should be made to obtain the names of new residents, and also to get the new addresses of those who leave the neighbourhood, transferring the cards of the latter to the postal cabinet. Besides the name and address, information which may prove useful should be recorded. For instance, with post orders, note on the cards what goods are sent for, if recommended by anyone, etc. Much useful information regarding booking customers can be obtained from the ledger. For cash customers make such notes as: "Mrs. Jones bought cod-liver oil for some months;" "Mrs. Thomas suffers from rheumatism;" "Mrs. Williams has two boys away at school." All this may sound ridiculous, but it is surprising how it may be turned to account in writing sales letters.

WRITING THE LETTER

It will be readily understood that the writing of effective sales letters requires much care and thought, when I mention that many firms pay from a guinea upwards for the writing of a single letter. The first important point in writing a good letter is to make it interesting. When you consider that the person receiving it will in all probability be disappointed on finding that it is a business letter and not from a friend, it will be evident that if the opening sentence does not create interest the letter may be destroyed without having been read through. The simplest way to create interest is to ask a question or give some useful information. Do not adopt the "I" or "we" style. A good salesman approaches his customer from the customer's point of view, not from his own. You are selling the goods, but it is the customer who is parting with the money and must be convinced of the advantage he will get from your goods. Instead of saying: "We have just bought a big stock of perfumed soaps, and are selling them at greatly reduced prices this week," word it something like this: "You can save twopence in the shilling by purchasing soap this week. Forethought in buying up a large stock enables us to offer you this advantage." Never argue. Give plain facts, prove them to be true, and then finish. At the same time, make your letter clear; do not create doubt; the recipient cannot ask questions on receiving your letter, and hence any lack of clearness may lose a sale. Stick to the truth; you may do less business at first, but it will be sound business, and sound business always grows. Trickery is sure to let you down in the long run. "Once bitten, twice shy," is worth remembering. When writing a sales letter, instead of saying: "Thousands of people take our Cold Cure," it is much better to state a fact, such as: "The Rev. — (of the local rectory) takes and recommends our Cold Cure." Be natural, write as you would to a friend, using simple, everyday phrases rather than technical or high-sounding words. Put personality into your letters, and remember that sincerity counts more than cleverness. No chemist can sit down and write a successful sales letter in ten minutes. The best way is to decide first what you are going to write about, and the class of people the letters are going to. Obviously you would not send the same letter to residents of a high-class suburb as to dwellers in a factory district. Write all the selling points you can think of for the article, and the reasons why the customer should buy it—from the customer's point of view, not yours. Cut this down until you have got all the chief points in as few words as possible, then turn it into a letter. Unless in reply to a request for information, a letter should rarely exceed one quarto page. When it is desirable to give more information than can be contained on a single page, a neat folder or booklet should be enclosed with the letter and mentioned therein. A woman will generally read a longer letter than a man, and it is well to address letters to the lady of the house except when they refer to articles which appeal mostly to men, such as shaving appliances, horticultural preparations, etc. A typewritten letter gives a good impression to the recipient. Not every chemist possesses a typewriter, however, and even those who do would find it too expensive to type individually some hundreds of letters. There is no need for this. Letters are now produced by machines, with typewriter type, through typewriter ribbons, at a surprisingly low cost. Each letter looks exactly like the one done on your own typewriter. There are many firms throughout the country who supply such letters, and are also prepared to fill in the names and addresses at a small extra charge. A good quality quarto paper is the best to use, with a plain, square envelope to match, which takes the letter folded in four. An addressed envelope, a reply card, or an order form, according to the circumstances, should accompany every letter sent out.—HERBERT E. KENTRICK.

It is announced that the Persian Government is granting special customs facilities to British firms wishing to exhibit machinery at the trade exhibition at Teheran in October. The Legation, 47 Bramham Garden, London, S.W.5, will give any information required.

A Winter Holiday

By John D. Marshall

AFTER spending the winter principally in San Remo, and wandering about Italy and France, perhaps some of your readers will appreciate a few notes.

Allassio is a quaint old Saracen town, with a long, narrow street so built that the place could be easily and quickly defended from Genoese and other raiders; to-day the street is called by the British residents variously "Bond Street" and "The Drain"—the latter is hardly fair, because there are few or no smells. The former name is better, because in the tiny dark shops (really the arched ground floor of big houses with narrow stairs) nearly every commodity can be bought at very reasonable prices. There is a very old pharmacy, with many "Savona" pots quite old, but in poor condition: the sign is "English Chemist," but none of the staff (comprising an old Italian pharmacist, his wife, and an assistant) can speak anything but Italian and a little French. The hotels are numerous and quite cheap, 25 to 30 lire being the usual pension terms. Albengo, near Allassio, has a delightful old pharmacy: the pots are really beautiful old "Savona," with the old inscriptions, except one which had a printed label, "Howards' Epsom Salts."

San Remo is a mixture of old and new. The old is most interesting: the streets run up a steep hill, are very narrow, with often only room for a mule, and rise in steps of narrow, red bricks quite Tudor in colour and size. The houses are dark, but beautiful vistas are constantly occurring; in all the streets arches run from side to side having the ominous name of earthquake buttresses—showing the volcanic nature of the district. The pharmacies are well kept, and most of them purely professional in type, but two—those of Luigi Calvi and Bosso—



MR. JOHN D. MARSHALL

cater for the visitors and do a very thriving business. I had many chats with the proprietors, and had the utmost courtesy and kindness shown me: this applies to all the pharmacies where I made myself known, not only in San Remo but other places. The modern part is, of course, well known and consists of handsome villas and hotels of all classes.

SWEETNESS AND LIGHT

To my mind the most charming part of this coast is the extraordinary number and beauty of the carnations and roses that are grown and sent to all parts. At Christmas one could buy in the early morning market 100 carnations, fresh gathered, for about 7d. Roses, red and white, are almost as cheap; I understand the industry is of recent growth—not more than fifteen years old. The gardens are terraces cut from the steep hill sides, and built up with strong stone walls; water is very plentiful, being stored in the mountains, and every garden has its pipe-line to huge concrete tanks. Electricity is generated by water power at Bordighera and other places, and tall standards, with the necessary conducting wires, are an outstanding feature of the landscape; they can be seen going over the hills two to three thousand feet high, and running down to the valleys to Genoa. All the small huts and houses nestling on the mountain sides are lighted by electricity, and even many of the gardens and mule paths are illuminated. The cost is very little; the system is that a man has six lights, or more or less, and is charged so much a month, and he can burn as much as he likes.

Fortunately, or unfortunately, gambling is not allowed in Italy; this is good, no doubt, for the pockets of gamblers, but the towns without the tax that used to be levied on the tables are too poor to provide a sufficiency

of the music, which we hoped for, especially on bright days in the open. At the Casino, a large handsome building, one gets a really fine orchestra of some forty performers each afternoon and evening, and an excellent variety show is given where performers from various countries often get their contracts for Paris, London, etc. The dresses are beautiful, and the dancing a revelation of beauty in motion. In the "Salon de Lecture," a modified form of gambling was started at the end of February, where one could by chance win a few lire, but almost certainly lose: the stakes were 1 lira (2½d. then at the rate of exchange). All over the room and round the dancing floor small tables and wicker arm-chairs were placed, and an excellent tea was provided for 5 lire, the entrance being also 5 lire; so for 2s. one got excellent entertainment and food.

AN OPEN-AIR MARKET

The shops of San Remo are very attractive to ladies, and the open-air market is most interesting. Stalls have all kinds of commodities, food, clothing, etc., and usually a fair is going on with shows of various sorts. A most quaint trio used to play and sing every Saturday, comprising a man, broad of shoulder, with flashing and expressive eyes and short bow legs, who played a violin; his wife, a comely matron with black hair surmounted by a silk handkerchief tied in brigand style, who played a guitar; and their boy, aged about thirteen. They started with a lot of patter about the sheet of songs, and then, forming a procession, played and sang the air—and excellent voices they had. The expression of the man sent the spectators into roars of laughter. At another pitch a man with a box and bit of candle and lots of broken crockery was selling a china-mending powder; he put some in a spoon and heated that over the candle, the substance effloresced, and when liquid he poured it on the edges of broken crockery and quickly a mend was effected. For 1 lira he gave about 1 oz. in a piece of newspaper. I found it was simply potash alum. He sold over 50 packets in about 10 minutes while I was watching.

Ospodolite is a charming little place nestling in the folds of Monte Nero; the climate in winter is the warmest spot on the Riviera, being quite sheltered north and east. It has several good hotels and a small casino. Near the station is the market, where immense quantities of flowers are sent to all parts of Europe. Bordighera is the frontier town, and like such places as Taggia and Alhenga is a plain of alluvial soil. An important industry is growing palms, which flourish in this soil; they are sent in large quantities to Rome for use on Palm Sunday and for other festivals. A San Remo family has the exclusive right of providing them, which was obtained by a patent of a former Pope, given in curious circumstances. When the obelisk in the square of St. Peter was being raised, orders were given that no one was to speak or make a noise under pain of death. The obelisk was raised some distance, when the ropes began to show signs of giving and burning and the engineer did not know what to do. A voice from the crowd shouted, "throw water on the ropes;" the engineer was quick to recognise the advice, and the obelisk was got safely into position. The Pope was so pleased that he forgave the owner of the voice, a ship's captain hailing from San Remo, and promised to grant any favour the man might ask. He promptly asked to supply all the palms required, and the concession remains to this day.

After spending nearly four months in this delightful district we moved to Rome, staying at the Hassler Hotel, Via Sistina, an old-fashioned house. The room they gave us was 40 ft. long and 25 ft. wide, the food good and well-served, but purely Italian in character; an excellent wine at 4 lire a flask was quite cheap. In my estimation the hotel has the best view of any hotel in Rome; from our windows we could see over three-quarters of the city, and realise that though Rome has seven hills it really stands at the bottom of a flat saucer. The view gave us the Villa Borghese, Capitol, Senate, Vatican, St. Peter's, as far as the Janiculum (a hill, about the same height); the first night I was bothered with a revolving light, and could not make out why they wanted a lighthouse. No one in the hotel could explain, but afterwards I found it was the Marconi installation at the top of the Janiculum. The churches, museums, galleries

and so forth which we visited need no description from me. Roberts & Co. have a very fine position in the Via Umberto (the best shopping street in Rome); Mr. Rowat Smith, the resident director, was exceedingly kind, and showed me all over the pharmacy. They are making extensive alterations by putting in a mezzanine; this will practically double the space and not detract from the appearance. They have some very fine examples of Urbino, Savona, Orvieto, and other pottery, which will be better seen when the alterations are finished.

FLORENCE, TURIN, AND MILAN

Florence was our next point, and is, to my mind, the most charming city in Italy; the beautiful squares, with huge palazzos, the wonderful churches, the promenade by the Arno, with quaint houses on the further side, the ridge of shops, are all a delight. Again, Roberts & Co. are the English chemists; they also have extensive wholesale and manufacturing premises, from which a large business is done. Mr. Morgan, the resident managing director, rivalled his colleague in Rome in being most hospitable, giving me a lot of his valuable time; both in Rome and Florence we spent considerable time hunting old furniture, and found some very charming specimens, which are being sent home by King, David & Co., who relieve one of all trouble of packing, customs, etc.

Turin, our next objective, is an old city with curious arcades round three sides of the principal square, the fourth being taken up by the Duke's palace. Near here are manufactured the renowned F.I.A.T. cars, and give much employment; in fact, Italy is now a land of workers, and I believe there are practically no unemployed. Turin stands in a basin surrounded by high mountains; it was a sight to drive down wide roads and see in the distance snow-capped hills.

Milan is the most up-to-date and busy manufacturing city of Italy. The cathedral is so vast that one can hardly grasp the vista; no doubt many of your readers will remember its dim, religious repose. What I miss all over Italian cathedrals and churches is the wondrous stained-glass familiar in our own and in many French religious edifices. What is the cause, I wonder? Through the Simplon to Switzerland: at Domodossola the luggage is examined, and then a few hours after at the French frontier; after this through lovely mountainous country, via Dijon to Paris. We got an absolutely new train, its first run between Milan and Paris, with all the latest improvements. Paris, La Ville Lumière, calls for no description, but I cannot miss recalling the beautiful service on Palm Sunday in Notre Dame; it was most impressive. From Paris, after a stay of nearly three weeks, we came straight home to find a bitter east wind, rain, and gloom and wished we had stayed longer; another year we will come back in May.

HINTS TO VISITORS

Possibly a few tips may be useful to those who, like myself, have to be careful. First of all, travel second-class. The carriages in France are very good, the first are invariably crowded and so uncomfortable; a smile, a pleasant word, and a *pourboire* to the guard act wonderfully. At night pull out the cushions, and if only two in your compartment (as often happens) you have a good bed; pillows can be hired at most large places, get two—one is not enough—and be comfortable. Food on the restaurant cars is rather an ordeal. A bag of sandwiches, some chicken and ham or galantine, cheese, biscuits and butter, a vacuum flask of coffee and a bottle of wine make one quite independent, and the food can be eaten in comfort; the only difference on Italian lines between first and second class is that the first have red plush covers to the seats and the second brown corduroy; the difference in cost is very considerable on long journeys. At San Remo, Morandi's Hotel has a fine view of the mountains and sea; it is exceedingly clean, the food partly Italian and partly English, well-cooked and served, and the charges very reasonable. At Allassio, the Hôtel Miramare can be well spoken of; Rome, Albergo, Hassler, Via Sistina; Florence, Hôtel Minerva; Turin, Hôtel d'Europe; Milan, Hôtel du Nord; Paris, Hôtel Balzac, Champs Elysées. In

Italy there are certain taxes, mostly very small, the worst being 10 per cent. service; but this acts fairly, and saves a lot of worry to visitors, for beyond giving a small tip to the maid and the waiter—who is your personal attendant, there is no need, and it is not looked for by the rest of the staff. At the frontiers go to the luggage van and watch your own baggage; they do know how to throw it about, but a smile does wonders. Have your keys ready, straps undone, and most probably the customs officers will not open anything; but no *pourboire*, of course.

Analytical Vigilance

THE latest annual report of the medical officer of health for the City of London, covering the year 1922, calls for rather less detailed notice than its interest would appear to warrant, in view of the fact that matters of importance are referred to in these columns periodically as they arise in Dr. Howarth's monthly reports. One or two matters involving questions of policy give rise to some observations that merit quotation. On the question of sampling dispensing, the report states:—

Eight [prescriptions] which were prepared for panel patients by panel practitioners and submitted for dispensing to chemists on the roll of the London Insurance Committee have been examined. The prescriptions were taken from the Pharmacopœia of the London Insurance Committee. Of these, four were returned by the analyst as being precisely in accordance with the terms of the prescription. In the remaining four there was some variation. In one there was a *deficiency* of potassium bromide to the extent of 8 per cent., together with a deficiency of ammonium carbonate to the extent of 5 per cent., as in another there was *excess* of potassium bromide and also ammonium carbonate to the extent of 9 per cent. In a further sample ammonium carbonate was deficient to the extent of 34 per cent. In none of these instances was action taken, and in respect of the first two careless dispensing rather than wilful addition or abstraction was thought to have been the cause. A communication was forwarded to the Pharmaceutical Society of Great Britain inquiring what in the opinion of the Society is the limit of error to be accepted as permissible in prescribing work. The matter is under consideration by the Society as is also the question of variation in sizes of bottles.

The view taken of the purity or purities of borax is indicated in the following sentence:—

Samples of this commodity have been purchased with a view of ascertaining the position borax occupies in everyday sales, and in this connection purchases have been made which it was expected would be found to be contaminated, but in respect of which a purchase would hardly have been regarded as one in which proceedings could be taken under the Food and Drugs Acts.

The following observations on rat-poisons and rat-varnish occur:—

I have some doubt whether the poisons used are as effective as is supposed. I am afraid that many of the proprietary products, of which a large number exist on the market, are by no means as efficacious as they are reputed to be. Strychnine, arsenic, phosphorus are discouraged owing to the dangers attaching to their use, and recipes have appeared containing other agents which appear to do little more than irritate the majority of the rat consuming it. I am not sure that barium carbonate is worthy of the prominent position which it occupies.

Difficulties have arisen in the past owing to the fact that varnishes on the market are not of equal "tackiness," in fact some varnishes are useless for the purpose. Inquiries would appear to indicate that this varnish, which is prepared from flax seeds, varies according to the country of origin of the seeds. It is stated that seeds obtained from sub-tropical or tropical regions do not yield a product equal in tackiness to that manufactured from seeds obtained from temperate or colder places.

Other matters dealt with in this report include the administration of the Venereal Disease Act, the question of atmospheric pollution by smoke, and the destruction of "a small quantity" of cocaine, which was burnt in a furnace in the presence of a police representative.

Trade-marks Applied for

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1923, p. 289.

(From "The Trade-marks Journal," April 1, 1923.)

- "EZOLIVY"; for medicinal chemicals (3). By The Victor Chemical Co., Ltd., 2 York Road, Belfast. 433,437.
- "IDAKOL"; for all goods (3). By G. A. Tee, 1 Trump Street, London, E.C.2. 433,514.
- "INFULDO"; for an influenza and catarrh medicine (3). By Internationale Laboratorien und Klinisch-Therapeutisches Institut Arlesheim Aktiengesellschaft, Arlesheim, Switzerland. 433,537.
- "WI-TA" and "KENZ"; for medicinal chemicals (3). By W. Taggart, 787 Crumlin Road, Ballysillan, Belfast. 433,696/899.
- "ISOBROM"; for photographic printing paper (39). By Criterion Plates, Papers, Films, Ltd., corner of Albert and Northcote Roads, Stechford, nr. Birmingham. B432,395.
- "PLUSS"; for a vegetable food extract (42). By E. H. Miles, 22 Ridgmount Gardens, Gower Street, London, W.C.1. 431,682.
- "LILLO"; for mineral waters, etc. (44). By Direct Mineral Water Supply, Ltd., 16 Enfield Road, Acton, London, W. 3. 433,493.
- "MENNEN BORATED TALCUM," etc., on striped label device, including baby; for borated talcum powder (48). By The Mennen Co., 345 Central Avenue, Newark, New Jersey, U.S.A. 428,764. (Associated.)
- "BIBBY"; for perfumed soap (48). By J. Bibby & Sons, Ltd., King Edward Street, Liverpool. 431,158. (Associated.)
- "CLUBMAN"; for brushes, combs, etc. (50). By A. W. Kanis, 66 Aldersgate Street, London, E.C.1. 433,540.
- "TORSHELL"; for brushes (50). By Lee & James, Ltd., Moseley Street, Birmingham. 433,665.

(From "The Trade-marks Journal," April 11, 1923.)

- "ABRAC" on device of circle and triangle; for chemicals (1) and (2) and for food substances (42). By A. Boake, Roberts & Co., Ltd., 100 Carpenters Road, Stratford, London, E.15. 433,147/148. (Associated.) 433,149.
- "ANCOLAC"; for chemicals (1). By J. Beard, Ltd., 16 Great Ancoat Street, Manchester. 434,760.
- "SULZIN"; for all goods (1). By T. H. Roberts, Isbells, Reigate, Surrey. 433,875.
- "HODSTUFF"; for fertilisers (2). By F. Hodson, Ousebridge House, Burton Road, Carlton, Nottingham. 431,505.
- "SAFETY WATER GLASS FOR PRESERVING EGGS" and device; "RELIABLE WATER GLASS KEEPS EGGS FRESH" and device ("Reliable" disclaimed); for water glass (2). By Tomlinson & Haywood, Ltd., 51 Newland, Lincoln. 433,324/325.
- "WYMANSON"; for chemicals (2). By The British Drug Houses, Ltd., 22-30 Graham Street, City Road, London, N.1. 433,772. (Associated.)
- "HUMOL"; for a medicinal paraffin oil (3). By W. Lewis, 45 Fordwych Road, Cricklewood, London, N.W.3. 430,746.
- "KU-PYRIN"; for a medicine (3). By Cupal, Ltd., Phoenix Mill, King Street Bridge, Blackburn. 431,551.
- "WELL," surrounded by ears of corn on circle ("Well" disclaimed); for medicinal chemicals (3). By T. C. Cornwell, 14 Piccadilly, Hanley. 432,843.
- "TARBISOL"; for pharmaceutical preparations (3). By Société Chimique des Usines du Rhone, 21 Rue Jean Goujon, Paris (8c). 432,511.
- "YOJO, THE SHAVER'S JOY"; for a medicated preparation for arresting bleeding after shaving (3). By Charlotte L. Wightman, "McLrose," The Park, Station Road, Scalby, nr. Scarborough. 432,859.
- "MEGGOID"; for medicinal chemicals (3). By Meggeson & Co., Ltd., Llewellyn Grove, New Church Street, Bermondsey, London, S.E.16. 433,015.
- "CHAUDIN"; for pharmaceutical preparations (3). By H. Dunwoody, 127 Rue du Faubourg Saint Honoré, Paris. 433,129.
- "GASTRIKON"; for a medicinal chemical (3). By Katherino E. Horsfall, 2 Pembroke Mansions, Bayswater, London, W.2. 433,606.
- "HEXETON"; for medicinal chemicals (3). By Farbenfabriken vorm. Bayer & Co., Leverkusen, nr. Cologne, Germany. 433,949.
- Device of bull on circle; for glass surgical appliances (11). By F. H. Bull, 64 Victoria Street, London, S.W.1. 432,366.

- "LYMONETTE"; for food substances (42). By The Greenwich Lemonade Co., 11 John Penn Street, Lewisham, London, S.E.13. 432,925.
- BATH AND TOILET SALTS, with device of marble bath; for bath and toilet salts (48). By C. B. Todd, 55 Sidmouth Street, London, W.C.1. 425,914.
- "ORINOR"; for a hair dye (48). By G. Rossel, 96 Oxford Street, London, W.1. 429,552.
- "COMMODORE" and "FOLLICINE"; for perfumery, etc. (48). By J. E. Ellis, "Batavia," Brownbarrie Lane, Horsforth, nr. Leeds. 433,393/394.

(From "The Trade-marks Journal," April 18, 1923.)

- "WUDKOT"; for chemicals (1). By Spedal Manufacturing Co., Ltd., Beehive Wharf, Catherine Wheel Yard, High Street, Brentford, Middlesex. 431,354.
- "GLOSSITA"; for chemicals (1). By J. R. Miles & Son, 47 Mile End Road, London, E.1. 433,982.
- "SASOL" on oval shape; for disinfectants (2). By A. W. Matton, Broadmead, Marlborough Road, Hampton-on-Thames. 433,414. (Associated.)
- "GYNOCRINOL," "ANDROCRINOL," "AFATYL," and "HEPATO-CRINOL"; for medicinal chemicals (3). By H. Iscovesco, 198 Boulevard Pereire, Paris. 423,378/379/380; 433,628. (Associated.)
- "SQUARES FROM DAWSON'S WIGAN," etc., with device of squares on circle; for laxative tablets (2). By R. H. Dawson, 16-22 Rodney Street, Wigan. 429,779.
- "NUMOL"; for a medicinal dietetic preparation (3). By Numol, Ltd., 4 Gallowgate, Newcastle-on-Tyne. 429,887. (Associated.)
- "RAZ-MAH"; for internal medicines (3). Device of hand with facsimile signature "J. G. Templeton," and signature only; for medicinal chemicals (3). By Gilmour Templeton Co., Ltd., 1 Bush Lane, Cannon Street, London, E.C.4. 430,081/082/311. (Associated.)
- "PARKINSON'S HEALTH SALT," etc., on label device; for an effervescent saline (3). By R. Parkinson & Sons, Curzon Street Drug Mill, Burnley, B. 433,156.
- "EP-PROL"; for medicinal chemicals (3). By The "D. & S." Laboratories, 12 Barnton Terrace, Edinburgh. 433,973.
- "MALTIMOR," with portrait of applicant's child; for a food for infants and invalids (42). By W. Morris, 173 Catherine Street, Doncaster. 431,061.
- "KAL-SEL"; for mineral waters, etc. (44). By Saltrates, Ltd., 22 Euston Buildings, George Street, London, N.W.1. 433,429. (Associated.)
- "A LA MARQUISE DE SEVIGNE"; for perfumery, etc. (48). By Société Anonyme des Etablissements Rouzaud Chocolat de Royat "A la Marquise de Sévigné," Route de la Vallée, Royat (Puy de Dôme), France. 423,616. (Associated.)
- "OBSERVATORY," under circular device of Greenwich Observatory; for perfumery, etc. (48). By Wilkie & Soames, Ltd., Tunnel Avenue, East Greenwich, London, S.E.10. 433,579. (Associated.)
- "WISMAC MAGI"; for soap (47). "WISMAC"; for all goods (48). By Buglawton Chemical Co., Ltd., Havannah Street, Buglawton, near Congleton, Cheshire. 433,612/613. (Associated.)

(From "The Trade-marks Journal," April 25, 1923.)

- "MATOGEN"; for goods (1). By C. Moore & Co., Ltd., 5 Castle Street, Liverpool. 431,423.
- "OWGAY"; for chemicals (1). By R. Gay & Co., Ltd., Langthorne Works, Stratford Market, London, E.15. 434,559.
- "TRET-O-LITE"; for chemicals for recovering oil from petroleum emulsions (1). By W. S. Barnickel & Co., 408 Olive Street, St. Louis, Missouri, U.S.A. 434,724.
- "LONDOLAC"; for chemicals (1). By the London Varnish and Enamel Co., Ltd., City Works, Carpenter's Road, Stratford, London, E.15. 434,902.
- "SALUS"; for disinfectants (2) and for perfumed soap (48). By Hacars, Ltd., York Road Tube Station, London, N.1. B. 428,419/420.
- "THE KENNEL POWDERS FOR DOGS," etc., with device of dog and kennel ("Kennel" disclaimed); for dog powders (2). By B. Smith, 3 Station Road, Langley, Birmingham. 432,129.
- "RATSTICKER," with device including monogram, "B. W. & S." ("Ratsticker" disclaimed); for a rat destroyer (2). By B. Winstone & Sons, Ltd., 100/101, Shoe Lane, London, E.C.4. 433,363.
- "NORABITE" for chemicals (2). By W. J. Craven & Co., 48/50 Port Street, Evesham. 433,852.
- "PECTOLIX"; for medicinal chemicals (3). By J. H. Weston, Devonshire Buildings, Bridgewater Street, Run-corn, Cheshire. 433,057.

Essential Oil Imports

January 1 to March 31, 1923

DURING the first quarter of the year imports of essential oils into Great Britain were on a fair scale. For the materials required by the confectionery and soap industries there has been a steadily improving demand, although competition for business is responsible for "cut" rates except where stocks are low. Trade in fine perfume oils is comparatively disappointing, and it is difficult to hope for much improvement in, for example, neroli and otto of rose, until the crippling spirit duty is lessened in this country. Imports of star anise oil are considerably in excess of demand. Important arrivals of cajuput have found a good market, although buyers' ideas, which had to be met, were below current quotations. Sicilian oils have been in better demand, and West Indian distilled lime oil has steadily advanced in view of large purchases for export. Hand-pressed, which could not be moved for some time, has recently been active. The figures for citronella, eucalyptus geranium and palmarosa indicate the renewed interest in these articles. Patchouli oil sells steadily, and French lavender, which, it appears, is dearer at the source, has been in better demand recently.

OIL	QUANTITY	SOURCE
Almond	82 packages (includes expressed oil)	France
Anise	2,096 cases	China
Ajowan	3 cases, 4 drums	Germany
Bay	17 cases, 2 packages	West Indies
Bergamot	293 cases, 3 pt-cases	Italy
	6 x 1/4 cases	
	2 cartons	Germany
Birch	10 cases	U.S.
Bois de rose	2 cases, 2 casks	France
Cajuput	135 cases	Dutch E.I.
	50 cases	Holland
Cananga	1 case	Java
"	5 drums	
"	2 cases	Holland
Camphor	62 drums	China
"	31 drums	Japan
" (brown)	20 drums	
Caraway	4 cases	Holland
"	1 case	France
Cassia	460 cases	China
Cedar-leaf	1 drum	U.S.
" wood	8 drums	"
"	20 cases	"
Celery	1 case	Germany
Cinnamon leaf	6 drums, 5 casks, 16 cases	Seychelles Is.
"	70 cases	Ceylon
"	27 cases, 2 casks	France
Cinnamon bark	6 cases	Ceylon
Citronella	77 drums	Java
"	13 drums, 5 packages	Holland
"	3 drums	France
"	2 crates, 5 drums	Brit. India
"	72 crates, 14 drums	Burmah
"	141 drums	Ceylon
Clove	1 case	France
"	28 cases, 10 carboys	Germany
"	2 cases, 3 casks	Seychelles Is.
Clove leaf	3 drums	Seychelles Is.
Coriander	1 case	France
Dill	2 cases	Germany
Eucalyptus	320 cases, 80 x 1/4 cases	New S. Wales
"	703 cases	Victoria
Fennel	2 cases	Spain
Geranium	13 drums, 1 cask, 2 cases, 1-pt.-case	France
"	1 package	Holland
"	2 drums, 2 cases	Algeria
"	5 drums	Réunion
"	2 drums	U.S.
Ginger	1 case	"
Guaiacwood	15 cases	"
Juniper berry	1 case	Italy
"	1 case	Germany
Lavender	8 cases, 4-pt. cases	France
"	11 drums, 24 packages	
Lemon	1741 cases, 227 x 1/4 cases	Italy
"	10 x 1/4 cases	
"	8 drums	U.S.
Leonograss	8 drums	Guatemala
"	18 drums	Ceylon
"	123 cases, 46 drums	Brit. India
Lime	26 drums, 3 carboys, 51 cases	B.W.I.
"	45 packages	
"	7 cases	U.S.
Linaloc	8 cases	
Mandarin	11 cases	Italy
Mint	500 cases	Japan
Nutmeg	28 cases	U.S.
Orange	194 cases, 9 x 1/4 cases, 8 x 1/4 cases	Italy

OIL	QUANTITY	SOURCE
"	2 cases	U.S.
"	1 case	Holland
"	74 cases	B.W.I.
Origanum	3 packages	France
Palmarosa	3 drums	Cyprus
"	44 pots	British India
Patchouli	1 pot	France
"	2 crates, 3 drums, 14 cases	Straits
"	2 packages	Holland
"	2 cases	British India
"	1 case	U.S.
Peppermint	410 cases	
"	13 cases	France
"	2 cases	Holland
Pennyroyal	2 cases, 1 drum	Spain
Petitgrain	3 cases	France
"	28 cases	Argentina
"	2 cases	S. Aust.
Pimento	1 case	Germany
"	8 cases, 1 drum	B.W.I.
Pine	50 drums, 6 cases	U.S.
"	2 drums, 1 package	Germany
"	2 tins, 1 case	
"	10 packages	Austria
Rose	1 case	Greece
Rosemary	3 drums, 7 cases	Spain
Sage	1 drum	France
Sandalwood	383 cases	British India
"	24 cases	W. Aust.
"	1 package	Germany
"	1 case	Holland
Sassafras	7 cases	U.S.
Savin	1 drum	Spain
"	1 case	Germany
Spearmint	4 cases	U.S.
Spike	21 cases	Spain
"	15 drums	
"	1 case	France
Thyme	1 case	"
Vetivert	9 cases	"
Wormseed	14 cases	U.S.
Wormwood	1-pt. case	"

U.S. Chemical Trade in 1922

THERE was a rapid recovery in shipments of American chemicals in the closing months of 1922, which lifted the foreign trade in these products out of the depression into which it had fallen. The aggregate value was \$106,101,562, contrasted with \$104,639,941 a year ago, the sections contributing to this increase being explosives, which rose 50 per cent. in value over 1921; perfumery and cosmetics, with an increase of 33 per cent. to the credit; medicinal and pharmaceutical preparations, with a gain of 11 per cent.; and fertilisers, with one of 3 per cent. Coal-tar colours, dyes and stains other than colour lakes lost ground, dropping from \$5,067,000 to \$3,981,217, but crude coal tar increased from \$191,482 (92,406 barrels) to \$208,666 (99,960 barrels). Carboic-acid exports decreased from \$35,994 (249,658 lb.) in 1921 to \$23,223 (223,146 lb.) in 1922. Among other coal-tar products, \$65,636 worth of aniline oil and salts, \$224,546 worth of medicinals, and \$103,853 worth of photographic chemicals were exported to foreign countries. Heavy chemicals showed important expansions over 1921, copper sulphate increased 46 per cent., acetate of lime 51 per cent., glycerin 20 per cent., potassium chlorate 50 per cent., sodium silicate 40 per cent., sodium salicyl. 10 per cent., and sodium bicarb. 35 per cent.; but the largest increases in this class were in borax, which increased more than 300 per cent., and caustic soda, which rose nearly 200 per cent. Sulphuric acid dropped from \$317,720 in 1921 to \$201,267 in 1922. A 10 per cent. increase over 1921 is noted in crude drugs, essential oils, and dyeing and tanning materials, the total value rising from \$5,888,577 to \$6,451,422. Perfumery and toilet waters, cosmetics and other toilet preparations contributed much to the favourable condition of the American export trade during 1922 with an advance of one-third from a total valuation in 1921 of \$4,736,946 to \$6,309,400 in 1922. The "Commerce Reports" state that practically the whole world affords a market for American toilet preparations, the United Kingdom being Uncle Sam's best customer, with near-by Canada and Cuba good markets. American dentifrices would seem to be very popular in the United Kingdom, as over \$1,200,000 worth were sent there.

Trade Report

42, Cannon Street, E.C.4, May 24.

HERE appears to have been a fair accumulation of orders over the Whitsuntide holiday, and several of the rug brokers report rather better business, with several items showing an upward tendency. Among these is Cartagena ipecacuanha, which has become very scarce and held for a much higher price. Tinnevely senna pods have been largely withdrawn from the market, and higher prices are asked for those on offer; leaf is also ending firmer. Cod-liver oil is decidedly dearer for best medicinal Norwegian oil, owing to a brisk demand, and the fact that an unusual proportion of this season's crude oil has been sold for industrial purposes. Cube ambler is scarce and dearer, and full rates have been asked for balsam tolu, while peru balsam remains easy. Senega is rather weaker. Shellac and Hankow wood oil are much lower. Among pharmaceutical chemicals the Continental position continues to govern spot prices, and since the holidays a slight improvement in the demand is reported. Bromides are in fair request and tending firmer; hexamine remains active; phenacetin and phenazone are firm; potash permanganate is in cod inquiry, and resorcin is firmer. Tartaric acid is lightly dearer, but citric acid is easier, on fairly heavy rivals and a falling off in demand. A feature of the Continental rates of exchange has been the fresh slump in German marks, which on Tuesday rose to the new record of 270,500 to the pound sterling, with a subsequent rally.

Higher	Firmer	Easier	Lower
Cardamom seeds (decort.)	Cinnamon leaf oil (Cey.)	Canary seed	Acid oils
Cod liver oil (Norw.)	Geranium oil (Bour.)	Chillies	Cottonseed oil
Cambier (cubes)	Lead acetate	Citric acid	Pitch
Ipecacuanha (Cartagena)	Mandarin oil (clif.)	Clove oil	Rape oil (cr. and ref.)
Must oil (Jp.)	Methyl salicylate	Cloves (Zan.)	Shellac
Orange oil (Sic.)	Palm oil	Pepper	Wood oil (Hankow)
Rubber	Palmarosa oil	Potash	
Senna pods (Tiv.)	Resorcin	Potash carbonate	
Tartaric acid	Wax, veget. (Jp.)	Potash caustic	
		Potash	
		Senega	
		Sodium prussiate	

A drug auction will be held next Thursday, May 31, and the following dates have been fixed for the remainder of the year: July 26, September 20, and November 22.

Exchange Rates on London
The following is a list of Continental and other exchange rates against the pound sterling on London prevailing at 4 p.m. on Wednesday:—

Place	Method of Quoting	Par of Exchange	May 16	May 23
Amsterdam	Fl. to £	12.107	11.81½—11.82	11.82½—11.83
Berlin	M to £	20.43	208,000—212,000	247,000—250,000
Brussels	Fr. to £	25.22½	80.75—80.85	80.65—80.75
Calcutta	Per rup.	24d.	16¾d.—16¾d.	16¾d.—16¾d.
Constantinople	Pst. to £	110	730—760*	750—770*
France	Dr. to £	25.22½	230—240	255—265
Italy	Lire to £	25.22½	95½—95½	96—96½
Lisbon*	Escu.	53½d.	2½d.—2½d.	2½d.—2½d.
Madrid	Pts. to £	25.22½	30.40—30.42	30.35—30.37
Montreal	\$ to £	4.86½	4.71½—4.72	4.72½—4.73½
New York	\$ to £	4.86½	4.62½—4.62½	4.63—4.63½
Paris	Fr. to £	25.22½	69.60—69.70	69.45—69.55
Singapore	Per dol.	—	28½d.—28½d.	28½d.—28½d.
Switzerland	Fr. to £	25.22½	25.66—25.69	25.64—25.67
Vienna	Kr. to £	24.02	320,000—330,000	320,000—330,000
Yokohama	Per yen	24.58d.	25¾d.—25¾d.	25¾d.—25¾d.

* Nominal.
Cablegrams
NEW YORK, May 23.—Business is dull. Cartagena ipecacuanha is cheaper at \$1.75 per lb., and senega is also lower at 65c. Acetanilide has been reduced to 12c. per lb. Short buchu has advanced to \$1.00 per lb., and mercury to \$68.00 per flask.

BERGEN, May 23.—The total catch of cod for the whole of Norway since the opening of the season amounts to 43,500,000, against 43,100,000 for the corresponding week of last year, and the yield of cod-liver oil is 75,980 hectolitres, against 72,470 hectolitres for the same period of 1922. Price of finest new medicinal steam-refined oil of 1923 crop is dearer, 102s. 6d. per barrel, c.i.f. London.

Crude Drugs, etc.

AGAR-AGAR.—The exports from Japan during February amounted to 327,974 kin, valued at 717,150 yen. During the two months ended February 28 they were as follows:—

	1921	1922	1923
Kin	152,207	259,777	524,661
Yen	190,910	364,482	1,132,690

Market is still firm but quiet; No. 1 Kobé offering at 5s. 3d. per lb. on the spot, and so-called No. 2 is 5s.

AMERICAN DRUGS.—The following are current spot quotations:—Hydrastis (golden seal) firm at 16s. per lb.; grindelia robusta, 8½d.; gelsemium, 9½d.; selected sassafras bark of root, 1s. 4d.; culvers root (Leptandra), 1s. 8d. per lb. Eucynimus is very scarce on the spot; to arrive about 3s. 10d. per lb. c.i.f. is quoted. Bayberry bark, 8d. per lb.

ARECA.—Spot holders ask 45s. per cwt. for the limited quantities available, and for afloat about 40s. c.i.f. is wanted.

CAMPHOR (REFINED) continues quiet, with Japanese 2½ lb. slabs offering at 3s. 6d. to 3s. 7d. per lb., and June-July shipment at 3s. 6½d. c.i.f.

The exports from Japan during February amounted to 4,774 piculs, valued at 971,803 yen. During the two months ended February 28 they were as follows:—

To	1921 Piculs	1922 Piculs	1923 Piculs
British India ..	112	238	2,403
Great Britain ..	149	697	361
France	3	622	930
Germany	75	114	1,583
United States ..	397	1,940	3,854
Australia	22	144	75
Other Countries ..	100	132	926
Piculs	858	3,887	10,132
Yen	203,718	757,437	1,965,260

CANTHARIDES.—A small spot demand indicated that there are practically no spot supplies of Chinese to be had.

CARDAMOMS.—Holders of decorticated seed have advanced prices to 4s. 6d. per lb.; green pod is quoted at 3s. 3d.

CASCARA SAGRADA.—Writing from Vancouver on May 2 a correspondent informs us "that the inquiry for cascara at that date was intense, and one never knows who it is making these inquiries. Certain firms are holding the bark off the market, and are a little scared at the keen interest taken." The London spot price is about 75s.

CHILLIES are slightly easier, but prices are still considerably above the normal.

CINCHONA.—At Amsterdam on June 6, 734 packages Java pharmaceutical bark, weighing 37,024 kilos, will be offered; also 40 packages African, weighing 770 kilos, and 24 packages Ceylon, weighing 3,131 kilos.

CLOVES continue quiet, with spot sales of fair Zanzibar at 11d. to 11½d. per lb. To arrive, sales of May-July shipment have been made at 10½d. to 11d. c.i.f. The week's statistics show 2,074 bales landed and 194 delivered, leaving a stock of 14,800, against 8,602 bales in 1922.

COCCULUS INDICUS.—Spot supplies are becoming scarce; value is about 20s. per cwt.

COD-LIVER OIL.—Our Bergen correspondent writes, on May 19, that the output of all the Norwegian cod-fisheries, compared with that of the previous years, is as follows:—

	Catch of cod	Yield of steam refined cod-liver oil (Hect.)	Livers for crude oil
May 12, 1923	42,100,000	74,838	15,777
May 13, 1922	40,300,000	68,529	13,310
May 14, 1921	36,100,000	53,505	12,045
May 15, 1920	32,400,000	49,100	5,300
May 17, 1919	23,700,000	29,300	4,100

London agents in several directions report a much firmer market, which has advanced 5s. to 7s. 6d. per barrel, the price for finest new Lofoten oil being about 102s. 6d. per barrel, c.i.f., with one seller quoting 97s. 6d. to 100s. The upward tendency is due to the sustained demand this season and to the large inquiries for oil for industrial purposes, so that a fair proportion of the yield has remained in the crude state. It is therefore possible that still higher prices may be seen. The spot price is about 105s. to 107s. 6d. per barrel.

COCONUT (DESICCATED) is quiet. Fine is offered on the spot at 47s. 6d., and medium has been sold at up to 49s. 9d. per cwt. To arrive, April-May shipment is 44s. c.i.f., and May-June 42s. 6d. c.i.f.

GAMBIER.—Cubes on the spot are scarce and dearer, up to 70s. per cwt. having been paid.

GINGER is steady; Cochin on the spot can be had at 72s. 6d. per cwt. for fair washed rough, and to arrive 72s. 6d. c.i.f. is quoted. The market continues to be poorly supplied with Jamaica ginger, prices ranging from 175s. up to 200s. per cwt. and more for fine. It is stated that the bulk of the Jamaica crop has again been purchased by America. Offers of African to arrive are not sufficiently tempting, being about 60s. per cwt.

HENNA.—Fair green leaf is quoted on the spot at about 70s. per cwt., and to arrive at about 60s. c.i.f.

IPECACUANHA.—No Cartagena appears to be available on the spot, and for a limited quantity lying in Liverpool 8s. 6d. per lb. is named.

LIME JUICE.—For new crop raw West Indian, July-December shipment, 2s. 4d. to 2s. 6d. per lb. c.i.f. is quoted.

MENTHOL remains quiet, with spot sellers of Kobayashi-Suzuki at about 33s. 6d. per lb. To arrive, sellers of May to June shipment quote 32s. 6d., c.i.f.

The exports from Japan during February amounted to 220 piculs, valued at 420,950 yen. During the two months ended February 28 they were as follows:—

	1921 Piculs	1922 Piculs	1923 Piculs
British India ..	16	30	18
Great Britain..	90	76	61
France ..	5	9	29
Germany ..	—	5	22
United States..	176	115	263
Other Countries	7	2	25
Piculs ..	294	237	418
Yen ..	271,636	199,745	784,519

MERCURY remains very steady with an upward tendency, business having been done up to £10 17s. 6d. per bottle in fair-sized quantities from dealers' hands. The arrivals this week comprise 44,800 lb. from Italy and 37,500 lb. from Spain.

NUX VOMICA.—Prices continue easy for shipment, with a lack of orders. Cochin for distant shipment is about 22s. 6d. per cwt. c.i.f.; Madras, 18s. c.i.f.; and Calcutta about 16s. c.i.f.

OPIMUM.—A Constantinople correspondent writes on May 15: "During the period May 1 to date, arrivals were as follows:—Druggists', 2,404 cases; 'softs,' 132; Malatia, 10. The stock was:—Druggists', 161 cases; 'softs,' 75; Malatia, 10. During the past fortnight 121 cases of opium were sold, of which eight cases 'softs' realised 1,565 piastres per oke, and 113 cases of druggists' 1,200 to 1,335 piastres per oke. Of the latter, 100 cases were destined for Japan, and were bought apparently with the intention of shipping them to Marseilles by the steamer of the Messageries Maritimes leaving for that port. It is evident that the persons interested in these transactions intend to ship thirty to fifty cases on every vessel bound for Marseilles. For these reasons, and in spite of all prediction of a fall in price, based on the satisfactory reports received from all quarters regarding the prospects of the crop, the market is likely to remain firm until August, for it is only then that larger deliveries will be coming in, sufficient to meet the demands of Japan and the Continent."

PEPPER is steady, but quiet, fair black Singapore offering at 4½d. per lb. on the spot. To arrive, May-July and June-August shipment is quoted at 4d. per lb.,

c.i.f., d.w. Fair Tellicherry on the spot is 4½d., an Aleppy 4½d. per lb. White Muntok is dull, with spot sellers at 6½d. per lb.; to arrive, May-July shipment has been sold at 6½d. c.i.f. The principal demand is for Muntok shipped direct from Java in preference to Singapore Muntok. Spot Singapore is 6d., and May-July shipment 6d. c.i.f.

RUBBER is steadier with a better demand, and on the week has appreciated fully 1d. per lb. The general liquidations of last week have ceased, and the market displays a much healthier tone. There has been several large buying orders from America, and the cables from that quarter indicate a better tendency, and values there are above the parity of the London market. In well-informed quarters, however, this improvement is not considered to be in sympathy with the general conditions ruling at present, and buyers are recommended to be extremely cautious in their future operations, fluctuations are possible in view of the heavy holding of the near positions by weak operators. Deliveries last week were again satisfactory, 1,762 tons having left the warehouses; arrivals totalled 1,218 tons, with a decrease of 544 tons in the stocks. The London stock stands 55,617 tons. Quotations (Wednesday, 5 p.m.):—No. 1 standard crêpe and ribbed smoked sheet spot and June 1s. 2d.; July-September, 1s. 2½d.; October-December 1s. 2½d.; January-March, 1s. 3½d.

SAFFRON.—There is very little business doing, either on the spot or in Spain. In consequence, quotations are easier at the source, but spot prices, which have been below replacement costs for some time, are unchanged at 135s. to 145s. per lb. as to quality.

SEEDS.—The following are current spot quotations: Russian ANISE, 68s. per cwt.; Spanish, 95s.; CANARY SEED, Mazagan, 17s. 6d. per cwt.; Larache, 16s. 6d. Tangier, 22s.; Spanish, 25s.; CARAWAY SEED, Dutch 142s. 6d. per cwt.; Morocco, 95s.; CORIANDR SEED, sound, 57s. 6d. per cwt.; wormy, 29s. to 47s. 6d. CUMIN SEED, 145s. per cwt.; DILL SEED, 19s. 6d. to 20s. per cwt. as to quality; FENNEL SEED, 55s. to 65s. per cwt. as to quality; FENUGREEK SEED, 22s. 6d. to 24s. per cwt. HEMP SEED, 13s. per cwt.; LINSEED, 23s. per cwt. Morocco; MUSTARD SEED, 30s. to 35s. per cwt. for good English yellow.

SENEGA.—Spot conditions have been easy for some time past, holders being anxious to make progress in view of the new crop. The consumption in this country has been below normal during the past six months, probably on account of the "open" winter. A small inquiry reported this week with sellers at about 3s. 3d. per lb.

SENNA.—Some holders of Tinnevely pods have withdrawn from the market. A limited quantity of inferior black is to be had at 3½d., fair at 3½d., and good 4½d. per lb. Tinnevely leaf is also tending firmer in view of the poor crop reports from India. No. 3 grade manufacturing leaf is 2½d. to 2½d., and the better grades very scarce, no good bold green being available; medium green is 5d. to 5½d.; Alexandrian broken leaf 7½d. to 9d.

SHELLAC has been irregular, but about 10s. to 15s. per cwt. lower, closing sellers of usual standard TN orange quality at 290s.; good to fine second orange is 330s. 360s., superfine 380s., AC cakey 300s., and GAL 240s. The sales for delivery include August at 235s. to 240s., and October at 235s. to 240s. To arrive, for May-June shipment is 250s. c.i.f.

WAX VEGETABLE.—The spot price of good squares is now 75s., and to arrive 74s. 6d. c.i.f. is quoted.

The exports from Japan during February amounted to 3,074 piculs, valued at 116,774 yen. During the two months ended February 28 they were as follows:—

	1921	1922	1923
Piculs ..	3,136	5,714	4,926
Yen ..	120,827	226,500	198,672

Essential Oils

BUSINESS is quiet this week, and price changes are unimportant. Sicilian orange continues to advance at the source. Japanese mint is dearer, with the demand principally for forward delivery. Bourbon gerani,

CREOSOTE CARBONATE seems of no interest and is quoted on spot at about 10s. per lb.

GUAIACOL CARBONATE is quoted at 8s. 3d. per lb. on a stagnant market.

HEXAMINE continues active on spot, and with Continental offerings dear and sparingly made, the price is firm at 4s. 3d. to 4s. 6d. per lb. No exports are coming forward from Germany.

HYDROQUINONE keeps in fair demand, with the selling price generally in the region of 3s. 6d. per lb.

METHYL SALICYLATE has moved to higher prices once more in consequence of a further advance on the Continent; spot holders are firm at 2s. 8d. per lb.

METHYL SULPHONAL remains very slow, but the spot price is fully 15s. per lb.

PARA-FORMALDEHYDE varies somewhat on spot, with holders asking from 4s. to 4s. 3d. per lb. There has not been much doing.

PARALDEHYDE is very steady and business continues quite satisfactory at the unchanged rates of from 1s. 6d. to 1s. 8d. per lb.

PHENACETIN is well held on spot, as quoted at 6s. 3d. to 6s. 6d. per lb., with most holders asking the higher price.

PHENAZONE is a good market and spot supplies are moving off well at firm rates in the region of 7s. 6d. to 7s. 9d. per lb. One of the German makers is asking 17s. per kilo!

PHENOLPHTHALEIN would be difficult to obtain on spot at anything under 5s. 6d. per lb., and, with little about, some holders are looking for 6s. per lb.

POTASSIUM PERMANGANATE B.P.—There has been plenty of inquiry on spot and most business done has been well up to 10½d. per lb., and slightly more for small quantities.

RESORCIN has once more moved up and some dealers are now asking 6s. per lb. for spot material, with a limited quantity in one direction offering at 5s. 9d. per lb.

SALICYLIC ACID.—Quoted rates by dealers are fully maintained at 2s. 3d. to 2s. 4d. per lb., for B.P. a fair business has been done.

SALOL is offering from 2s. 8d. to 2s. 10d. per lb. on spot, with nothing much doing at present.

SODIUM BENZOATE is certainly maintained at last week's higher prices, 2s. 6d. to 2s. 9d. per lb., according to quantity.

SODIUM DIETHYLBARBITURATE remains slow of sale, with the spot offer in the region of 13s. 6d. per lb.

SODIUM SALICYLATE.—Except that the market holds very firm at the prices quoted last week and that business has been satisfactory, there is little comment to make. Powder, B.P., 2s. 5d. to 2s. 6d.; crystals, B.P., 2s. 8d. to 2s. 10d.; phys. pure flake, 3s. per lb. One of the leading German maker's prices for export are decidedly higher than the foregoing, especially when the 3½ per cent. import duty is added. This also applies to aspirin, salol, etc.

SULPHONAL is quoted at unchanged prices on a dull market at about 14s. 6d. per lb.

TANNIC ACID.—Leviss is very steady on spot at 3s. 6d. per lb., and the demand has been quite good.

TARTARIC ACID.—B.P., crystals have been well sought after during the past week and the market has firmed up. On spot the cheapest offer is 1s. 4d. per lb. Some dealers expect further advances.

TERPENE HYDRATE is quoted unchanged on a dull market at 1s. 9d. per lb.

Industrial Chemicals, etc.

London, May 23.

THERE has been a fairly good volume of business during the past week, the heavy chemical market showing some signs of livening up, but the holidays interrupted this slight improvement a little. Prices are fairly well maintained, but one or two items are a little easier.

ACETIC ACID stands very firm on spot, and stocks are now extremely low; imports from the Continent seem out of the question for the time being; 80 per cent. technical, £47 10s. to £45; 80 per cent. pure, £50; 98 per cent. glacial, £60 in barrels and £73 to £75 in glass demijohns, ex wharf, London.

ACETONE is now very steady at last week's improved prices of £117 to £118 per ton for British Government specification.

ALUM is only in occasional demand on spot, with dealers quoting lump in bags in the region of £10 10s. to £11 per ton.

AMMONIUM (ANHYDROUS).—The summer demand continues with the price from dealers steady at about 1s. 5½d. to 1s. 6d. per lb. for 99.95 per cent.

ARSENIC.—Some few spot parcels of Cornish white powdered are said to be available at slightly over £71 per ton.

BLEACHING POWDER is offering by dealers at a little over £8 10s. per ton f.o.b. Continent and about £9 10s. to £10 per ton on spot for 35 to 37 per cent. chlorine in hardwoods.

CREAM OF TARTAR continues to be well called for with dealers' prices firm in the region of 92s. 6d. to 95s. per cwt.

EPSOM SALTS.—Commercial, in bags, has been dull during the week, offering at about £5 5s. per ton; druggists' quality is about £9 10s. per ton.

FORMALDEHYDE holds very firm on spot with supplies low; 40 per cent. volume, £90 to £92 per ton, ex wharf, London.

LEAD ACETATE.—Some slight advances are recorded. Spot supplies are short and Continental prices are very dear with little about; brown, £41 to £41 10s.; white crystals, £43 to £43 10s. per ton.

LITHARGE is offered by dealers at about £36 per ton c.i.f. London, and red lead at the same figure. Some business has been on the market.

LITHOPONE continues to meet with an active demand, and Continental prices are very strong; 30 per cent. Continental red seal on spot is quoted at from £23 to £23 10s. per ton.

OXALIC ACID shows little sign of life, and the price is not at all firm at about 6½d. per lb.

POTASH CAUSTIC.—There is rather an easier tone, which is difficult to understand in view of the Continental position; 88 to 92 per cent. solid, in drums, on spot about £34 to £34 10s. per ton.

POTASSIUM CARBONATE.—Spot holders seem willing to accept slightly easier prices this week for 90 to 92 per cent. at about £29 10s. per ton; 96 to 98 per cent. is available at about £32 10s. to £33 per ton.

POTASSIUM CHLORATE has been on the slow side, with the quoted price in the region of 3d. per lb.

POTASSIUM PERMANGANATE continues to be well called for, and the spot position remains very healthy with supplies restricted; commercial quality, 10d. to 10½d. per lb.

POTASSIUM PRUSSATE has slackened off in demand lately, and some holders might be willing to shade the quoted rate of 1s. 4½d. per lb. for yellow. Red is offered at 2s. 6½d. per lb.

SALTCAKE finds plenty of inquiry for export, which is difficult to meet; the price is firm in the region of £5 5s. per ton f.o.b., and slightly less for home trade delivered.

SAL-AMMONIAC is unchanged, but generally these rates are discounted for good quantities; dog tooth crystals, 49s.; medium, 43s.; fine white crystals, 29s. per cwt.; grey galvanising ammonium chloride is steady at 30s. 6d. per cwt.

SODIUM ACETATE continues to be quoted by importers at about £24 10s. per ton for forward delivery.

SODIUM BICARBONATE for home trade is quoted by British makers at £10 10s. per ton in bags, carriage paid in the United Kingdom.

SODIUM BICHROMATE is unchanged at 4½d. per lb. for home trade and about 5d. for export from the British makers.

SODIUM CARBONATE (washing crystals) is offered by dealers at about £5 5s. per ton, ex stores. British makers quote to domestic consumers on contract at £5 5s. per ton, in bags, carriage paid to destination in the United Kingdom.

SODIUM CHLORATE meets with but very small inquiry and the price is rather easy at about 2½d. per lb.

SODIUM HYPOSULPHITE has been fairly active with crystals in 1-cwt. kegs at about £16 per ton, and commercial in casks at £10 10s. per ton.

SODA (CAUSTIC).—Dealers' prices are unchanged at: to 72 per cent., £19 10s.; 76 to 77 per cent., £21 10s.; 1 ton, ex wharf, shipping port; there is very little trading. British makers quote at unchanged rates to domestic consumers on contract at £19 to £21 per ton drums, carriage paid.

SODIUM PRUSSATE has again quietened down in demand, and the price is not at all steady at 8½d. Some offers are said to be at 8d. per lb.

SODIUM SULPHIDE has been selling in some small lots at the prices about the same; 60 to 62 per cent. bid, £14 10s.; broken, £15 5s. per ton, in drums; to 65 per cent. concentrated, about £15 per ton, in sacks.

COAL-TAR PRODUCTS, ETC.—Pitch has moved down sharply again this week, and the price is still more or less nominal. Other products show no change over the holidays. Business has been slow. **ANILINE OIL** and **TR** are steady but dull markets at 10d. to 11d. per lb., packages free. **BETANAPHTHOL** has been asked for occasionally with the quoted price about 1s. 2d. per gallon. **TR** is now quoted in London at about 150s. per ton, at this figure can only be taken as being nominal. It is difficult to say at what price business, if any, has been done. **Pure METHYL ALCOHOL** holds very steady at the recently lowered price of 2100 per ton, ex wharf, London. **CARBOLIC-ACID** crystals have been fairly active, and the price is fully at 1s. 5½d. per lb. in bulk. **CREOSOTE OIL** keeps fairly steady with the quoted price about 10d. per gallon f.o.b., naked. There has not been much doing. **CRESYLIC ACID** is maintained on a quiet market at 2s. 3d. per gallon. **PYRIDINE** is offering on spot at 12s. per gallon, but buyers are few. **HEXAMETHYLENE** is firm with supplies low on spot; holders are asking 4s. to 4s. 3d. per gallon. **DISINFECTANTS** are steady but very flat at 3s. 9d. per gallon, barrels free. **APHTHALENE** continues very dear on the Continent, and the spot position is consequently well maintained at about £20 per ton. Crude, £7 to £13; crystals, £20; powder, £17 10s.; balls, £24; tablets, £28; candles, £28 per ton, packages free.

Fixed Oils, etc.

LEADING up to the closure for the holidays business slackened off, but in most items prices are fairly well maintained. **Linseed oil** re-opened firm, while turpentine, which has been advancing, is inactive. **Palm oils** are in better demand, with the price moving up. **ACID OILS** continue to move in buyers' favour, and cheaper prices are again recorded. Business has been slow; coconut, 39s.; palm kernel, 39s.; groundnut, 36s. **CASOR OILS.**—Values quoted at Hull are unchanged, and business is dull; pharmaceutical, 61s.; first pressings, 56s.; second pressings, 55s. per cwt. ex mills Hull, in not less than one-ton lots. **COCONUT OIL.**—Prices are much about the same, with market flat. **GROUNDNUT OIL.**—A further decline of about sixpence for all grades is recorded. The market seems steady, but is quiet; deodorised, 48s. 6d.; common edible, 45s.; soapmaking, 42s. 6d.; crude, 39s. 6d., c.i.f. **GROUNDNUT OIL.**—A steady market, with no change; deodorised, 52s. 6d.; crude oriental, 45s., c.i.f. **LINSEED OIL** (raw, naked).—There is very little change in quoted rates for spot or forward positions on the week, but the market since the holidays has had quite a firm tone; on spot, 47s. 6d.; May, 45s. 9d.; May to August, 43s. 6d.; September to December, 38s. 4½d. Hull, on spot, 44s. 9d.; May, 45s.; May to August, 41s. 6d.; September to December, 38s. 6d. **PALM KERNEL OIL.**—Deodorised is offered on a dull market at 46s., and crude at about 5s. 6d. **PALM OIL.**—Business before the holidays was much better, and there was a firmer tone generally; this has been maintained up to the close to-day; Lagos, 36s.; softs, 35s. 6d.; hards, 36s. **RAPE OIL.**—This market has declined for both crude and refined by 30s., but remains quiet. Crude now 45s., and refined 46s. 6d. net and naked ex mill. **SOYA BEAN OIL.**—Slightly better prices are current, with the market quite steady; deodorised, 49s.; crude Oriental, 45s. 6d. **TURPENTINE** (American).—Early on before the holidays this market moved up sharply to high rates, but since the re-opening things have been inactive. Prices are, however, so far, maintained. On spot, 116s.; May, 116s.; July to December, 77s. **WOOD OIL.**—Hankow in barrels is quoted on spot at the lower price of 120s., and May to June at 90s., c.i.f.

LUBRICATING, MINERAL AND BURNING OILS.—This market has been generally quiet over the holidays. Prices are quoted at much about the same levels throughout. **BENZOL** is offered by makers at 1s. 7d. per gallon, f.o.r. works, in buyers' packages; demand remains slow. **BURNING OILS.**—Crude No. 3 8½d., No. 2 8d. per gallon, barrels free; market is unchanged on the week and has been quiet. **FUEL OILS.**—895 to 910 gravity, £4 2s. 6d. per ton, and 950 gravity, £3 10s. per ton, ex tank; no change to record. **SOLVENT NAPHTHAS** remain flat, with values rather unsteady and on the easy side; 90 to 160, 1s. 5d.; heavy, 90 to 190, 1s. 4d. per gallon, drums extra. **Naphtha** continues dull, with the tone unsteady; quoted at 1s. 6d. per gallon, naked, at makers' works. **PETROLEUM JELLIES.**—Snow white, £64; white B.P., £60; yellow, from £20 to £32; red vet £20; ruby red, £21; dark stiff green, £13 per ton, barrels free, ex wharf, London. Prices are level on the week. **SPECIAL OIL**, for Diesels and motors, 10d. per gallon, barrels free; the demand has been quiet during the past week. **WHITE OILS.**—Special No. 1, £42; No. 1, £36; No. 3 half-white, £30 per ton, drums free; No. 2 in barrels, £26 per ton, ex wharf, London. **LUBRICATING OILS.**—The position on spot is about the same, with some items still showing an easier tendency. Business has been moderate. The shipment market is cabled unchanged. **Pales**, £10 15s. to £25; **reds**, £13 10s. to £25 10s.; **dark cylinders**, £15 to £29; **filtered cylinders**, £19 10s. to £32; **blacks**, £7 10s. to £15; ex wharf, London, less 2½ per cent. **SOLUBLE OIL**, £19 per ton, ex wharf, nett. No. 1 Russian oil is active, with the price very steady at £18 10s. per ton, less 2½ per cent., ex wharf, London.

German Economic Situation

GENUINE anxiety concerning the decline in exports is felt in industrial and commercial circles. This fear is not a manufactured article for propaganda purposes; on the contrary, it is very real, and is largely due to the fact that German industrialists now realise very clearly that their wares are not so indispensable as they assumed. A large Berlin wholesale chemical and drug house, one of the most important in Germany, reports that "exports have declined very considerably, and it is with increasing anxiety that we shall follow the course of our foreign trade in chemicals and drugs, particularly since German products are often quite unable to meet foreign competition, even in the case of goods where Germany formerly dominated the world market." Following the fall in value of the mark, the inland demand has been brisker, but it is no secret that most of the buying of chemicals has been of a speculative character, the "flight from the mark" taking the form of investing money in goods—chemicals, particularly pharmaceuticals. Delays in deliveries by chemical manufacturers are now reported, and in this connection it is difficult to gauge the effects of the occupation of the Ruhr, and the measures enforced by the Franco-Belgian authorities. This applies equally to the recent occupation by the French of two of Germany's largest chemical works—viz., the Badische Anilin und Sodafabrik in Ludwigshafen and Meister, Lucius & Brünig in Höchst on the Main, where reparation dyes and chemicals were seized. That various works, including chemical factories, situated in the occupied territory or in its vicinity, had already some time ago made provision against certain contingencies, by erecting subsidiary works in other, "safer" parts of Germany, and other arrangements, is quite feasible, also that large stocks had been accumulated in Germany and abroad is known. More agreements and groupings in the chemical industry are reported, as well as the creation of new firms. The following prices represent the average quotations for export, for one kilogram unless otherwise stated, but, owing to the small amount of actual business done, these prices are, on the whole, merely nominal:—Acetanilide, 3s. 6d.; acetic acid, glacial, £57 per ton; acetylsalicylic acid, \$1.35; agar agar, a Hamburg wholesale drug house reports that large amounts have been purchased by America, and that it is advisable to buy Kobe I. at 5s. 3d. per lb.; balsam of Peru, Ph. G.V., has declined to 10s.; benzaldehyde, almost free from chlorine, for foodstuffs, Swiss francs 4.10 free to frontier; caffeine, £6 15s.; citric acid, 18 lire; coumarin, 28s.; cream of tartar, 98-100 per cent., \$50 per 100 kilos; ergot, \$80 per 100 kilos; glycerin, chemically pure, 28 deg. Bé, \$39 per 100 kilos; hexamethylenetetramine, lower at \$1.55; menthol, 34s. to 35s. per lb. for spot, and for later delivery, 32s. 6d.; milk sugar, best white, £81 and £83; phenacetin, 13s.; phenolphthalein, 13s.; quinine hydrochloride and sulphate, £5; salicylic acid, 4s. 1d. to 4s. 6d.; santonin has declined to £79; senega, a new consignment is offered in Hamburg at \$0.86 per lb.; tartaric acid, crystals fl. 1.80, powder fl. 1.85, also quoted \$65 per 100 kilos; vanillin, 45s. and 48s.



Council Election

SIR,—May I, through your columns, express my thanks to those members of the Society whose vote ensured my re-election?—Yours faithfully,

H. O. LLOYD.

Southport.

SIR,—May I ask you to kindly allow me to express my thanks, through your columns, to those members of the Society who have been good enough to again return me to the Council? I greatly appreciate the confidence shown me.—Yours faithfully,

PHILIP F. ROWSELL.

Exmouth.

SIR,—May I take advantage of your columns to convey my sincere thanks to the 2,810 members whose votes have enabled me, at my first attempt, to secure a seat upon the Council? I should like at the same time to thank my colleagues in this immediate area for their splendid support, and the many correspondents who have written me letters of encouragement and congratulation. It will be my constant endeavour in the future to justify this further mark of their confidence.—Faithfully yours,

E. H. SIMMONS.

Salford.

Proposed Welsh Concert

SIR,—The letter of Mr. Roberts (*C. & D.*, May 19, p. 716) in Welsh with regard to the Welsh concert proposed to be held at the Queen's Hall during the Conference week is interesting enough to all pharmacists to be reprinted in English. The expenses of £200 should be easily guaranteed by 600 Welsh pharmacists, and I have no doubt our Welsh *confrères* would like to do the whole thing "off their own bat." A performance of the Welsh Guards and the London Welsh Choir would be too great a musical treat to be missed.—Faithfully yours,

MUSIC LOVER (19/5).

Irish Ph.C.s and R.D.s

SIR,—In the report of the Pharmaceutical Society of Ireland's Council meeting in your issue of May 29 there are one or two things I would like to correct. I am reported as having stated that I supported the scheme of the Education Committee only because it more or less fell in with the discontinuance of the registered druggist examinations; this appears as if I only supported it for this reason. As a matter of fact, this is not so. I am a member of the Education Committee, and have always been strongly in favour of a higher standard of examination so as to enable the status to be raised and to lead up to the B.Sc. degree. In part 2 of Scheme 2 of the report of the Registered Druggist Committee, fee to be £50; this should read £15. Section A of part 3, under a pharmaceutical chemist learning compounding one year, should be under a pharmaceutical chemist legally compounding one year. In discussing details of experience in dispensing I am reported to have said, "If a registered druggist did not pass within five years he automatically dropped out as a pharmaceutical chemist or registered druggist"; this should read, "If he did not pass within five years he remained a registered druggist." As these points are rather misleading, I thought it better to make a correction.—Yours faithfully,

FRED STOREY.

Belfast.

SIR,—The rank and file of pharmaceutical chemists are, I suppose, like myself. They never have given much consideration to all this talk about abolishing the druggists and providing a slippery plank for them to slide gracefully into the ranks of pharmaceutical chemists. My only excuse for this plunge into print is that "trade

is rotten," and I have time to think on subjects such as this one. A great many here in Ireland are wont to look on everything English as the acme of perfection: because the English have not got a druggist grade, that is enough—we should abolish them. I ask these benevolent gentlemen who are forcing the pace *re* the druggists, what are druggists in the accepted use of the term in Ireland and what are pharmaceutical chemists? Druggists were originally intended when the Act was passed to be general merchants, who, after a small test regarding drugs, etc., were granted permission to retail poisons. This was necessary, as a large portion of the country was sparsely populated, and it was only in large centres that a chemist could obtain a living as such. This grade of drug vendors is, in my opinion, proper. It would be a retrograde step to abolish them. It would lower the standard of pharmacy in the eyes of the public, and we cannot afford it to be lowered any further than it is. Pharmaceutical chemists, on the other hand, were established to take the place of the old apothecaries, and were intended to be a specialised profession for the dispensing of physicians' prescriptions. The sale of drugs, appliances, invalid foods, etc., were incidental. Bringing into our ranks all these diversified merchants would not, in my opinion, be for the advancement of pharmacy. I would suggest that the P.S.I. increase the annual subscription of the members, and with the increased revenue carry out rigidly the present Pharmacy Acts. If druggists were not with impunity permitted to call themselves chemists by all kinds of camouflage, and allowed a free hand to compound prescriptions, things would be better in the realms of pharmacy, and these people would not be tempted to ape what they are not entitled to. My final comment is: keep the druggists—they are under the jurisdiction of the P.S.I.—as a "buffer" against unqualified drug sellers like those so prevalent in England.—Yours, etc.,

PRO TANTO QUID RETRIBUAMUS (23/5).

SIR,—With reference to the report of the Council meeting of the Pharmaceutical Society of Ireland (*C. & D.*, May 19, p. 694) regarding the proposed abolition of the R.D. examination, there is one sentence of Mr. Storey's which I do not understand. He says: "The suggestion was that . . . the registered druggist would have a period of five years in which to pass that [the modified] examination. If he did not pass within five years, he automatically dropped out as a pharmaceutical chemist or a registered druggist." If this means that R.D.'s who do not avail themselves of the proposed modified examination are to have their legal qualification taken from them at the end of five years, then the sooner Mr. Nugent's proposal to drop the subject altogether is adopted the better. The original idea was that R.D.'s who did not come into the modified examination were to die out as R.D.'s. Some members of the Council contended that such R.D.'s would maintain their right to take apprentices. This difficulty could be got over by such apprentices' time not counting towards eligibility to sit for the Licence examination. Many men serve a portion of their time before taking out their Preliminary, well knowing that such time does not count. R.D.'s who elect to remain as such could be given to understand that they may not give certificates of qualifying service to apprentices. This would be a concession on their part; but, no doubt, all R.D.'s would make this sacrifice when they know that 99.9 per cent. of the Council are sincerely seeking a solution of this problem. A number of licentiates think that this R.D. agitation is being boomed simply and solely for the benefit of the R.D.'s. They ridicule the idea that the bulk of the R.D.'s sincerely believe that amalgamation would be for the benefit of pharmacy generally. A strong united Society would be the result, with ample funds for the rigorous protection of our rights. In nearly every town in Ireland are to be found ironmongers, etc., with poison-licences, while L.P.S.I.'s and R.D.'s look helplessly on. It would be for the Society to do this. But at present the Society has practically no funds, owing to the unwillingness of the licentiates and druggists to subscribe.—Yours truly,

B. D. (23/5).

Pharmacy in the Army

SIR,—Regarding pharmacists and their position in the Army, I quite agree with "Armada" (*C. & D.*, May 12, p. 681) when he says he sees little hope of commissions for us. Candidly, I think the reason is that the Army authorities have no idea of pharmacy as we understand the term. A brief account of my own experience with the Forces may prove entertaining and possible instructive. Very shortly after my admission to a certain field ambulance I was brought before the O.C., who inquired what my work was in civil life. On replying that I was a pharmacist, he said he assumed that I had "passed the dispensing examination of the Pharmaceutical Society." I assured him that I certainly had passed the Minor, and that dispensing was one of several subjects included therein. From the rank of private I became corporal in about three days, and within a week was granted the rank of sergeant—in recognition of my civil qualifications, the O.C. assured me. To my amazement, I found I was directly under the supervision of a captain quartermaster who in civil life was an inspector of railway bridges, and who, incidentally, knew no more about pharmacy or any of its allied subjects than a cow knows of quadratic equations. Some time later we were called upon to take over a rather large supply of drugs and dressings, and the same man "checked" the goods with me. Naturally he had to take my word for everything, as he knew no Latin, whether of the classical or pharmaceutical variety. Later I was transferred to a large field hospital unit: in this unit the officer under whose supervision I came was in civil life an agent for gas cookers and stoves of various kinds. His knowledge of my work was absolutely *nil*. Later still, after the Armistice, I was transferred to an "advanced dépôt medical stores," and in this unit the O.C. held in civil life some sort of secretarial position in a hospital in South Africa. He certainly had once upon a time been in the Medical Corps, and so had received some sort of smattering in the matter of drugs, but was without any real qualification, either in medicine or pharmacy. When eventually I was "demobbed" this particular O.C. promptly closed the drug section of the dépôt until such time as another miserable pharmacist could be secured to carry on the good work. Speaking generally, I think the Army authorities class the pharmacist with the regular Army compounder, assuming, very possibly in good faith, that the standard of examination is about the same for both callings—which, of course, is very far from being the truth. I think there can be little doubt in the minds of all fair-minded people that our diploma is worth a commission in a corps calling itself the Medical Corps, and I hope that no pharmacist will ever in future join up in such a corps unless he is assured of a commission as his bare right. I served as a volunteer or "Kitchener's man" for nearly five years, but never again under conditions in which it is possible that one may have to be "directed" in one's work by ex-"gas-cooker" agents or railway bridge inspectors!

Yours faithfully,

B. I. C. (23/5).

Objective of Dispensing Prosecutions

SIR,—Following the remarks of Dr. Edwin Smith (*C. & D.*, May 19, p. 710), there is bound to be a backwash in the shape of renewed attacks on pharmacists. The chief axiom of war is that to escape damage the operations must be carried into the enemy's country. The Retail Pharmacists' Union seems to think that the recent prosecutions for alleged infinitesimal inaccuracies in dispensing are not instituted solely and simply for the protection of the insured persons, and the May "Supplement" tells us that the Friendly Societies have an idea of handing the dispensing back to the doctors. As evidence on our side, the enclosed cutting (a letter from a leading daily paper, in which the writer describes the treatment he had received, or rather had not received, from his panel doctor) shows the lines on which the R.P.U. should work.

Yours faithfully,

COLLECTOR (19/5).

Legal Queries

T. W. C. (24/4).—The word you mention is still on the Register of Trade Marks, and cannot be employed by others than the owner.

B. R. (21/5).—Entire drugs may be recommended for ailments or proprietary rights claimed for them without incurring liability to medicine-stamp duty. The exemption only applies to medicines sold by qualified persons or a person holding a medicine licence. No other ingredient must be present with the pure drug.

Dexter (14/5) asks if he can claim to be allowed in his assessment for income-tax a sum of about £80 which he spent during the past financial year in negotiating for two businesses, neither of which he purchased, or can he get repayment of a corresponding part of the tax in any way? [We do not think that a claim of this kind would be allowed, either by way of reduction of the assessment or by repayment. An expense is only allowed to be deducted if it is connected in a special manner with the trade or employment in question. And as to this, it has been decided that it is not enough that the expense should be incurred in the course of, or should arise out of, the business or trade; it must have been an expense necessary for the making of the profits which are taxed. In this case also, there is the difficulty that, for income-tax purposes, the £80 might come under the head of capital expenditure.]

X. Y. Z. (36/30) entered into an agreement, about seven years ago, to serve as manager to a registered chemist carrying on business in a country town, and has since been in the employment. The agreement contains a clause by which "X. Y. Z." binds himself, after the determination of his employment under it, that he will not carry on, either on his own account or as assistant or manager for any other person, the business of a pharmacist or any other business of a similar nature in the town or within six miles thereof. He asks if it is legal to bind anyone in this manner without compensation, and if he could not leave the town, say, for six months and then return and take up the practice of a pharmacist? [The agreement is legally binding on the face of it. The consideration for the covenant not to start a rival practice to that of the principal was the employment as manager. At the same time, as the agreement was not apparently under seal, and was entered into a month after the service had begun, it is possible that the consideration necessary to make the covenant not to trade legally valid may be wanting. It might be advisable to consult a solicitor upon this point.]

W. B. (17/5) puts the following questions: (1) His wife and he have separated by mutual agreement, he undertaking to maintain her. He wishes to know if he can claim the allowance for her as his wife, and also must he make a return of her private income along with his own? (2) On the death of his father, some time ago, "W. B." and his sister divided the estate equally between them, but agreed to pay the interest on it to their mother. He asks if he can claim return of the income-tax deducted from the dividends on the shares of which the estate consists. [(1) It is understood that by "private income" is meant solely the allowance made to her under the agreement to separate. In that case, as the wife, although living apart, is wholly maintained by "W. B.," he can claim the married man's allowance of £225, as if she were living with him, but he must return the amount paid to her on his own return for income-tax. (2) It is assumed that the payment to the mother is a gift, the property being vested in "W. B." and his sister. He should include half the dividends in his income for income-tax purposes and he will be credited with the income-tax deducted from them when the dividends are paid to him. His sister should in the same way return the other half of the dividends with her income.]

J. H. (2/5), who carries on business in Scotland, ordered from a London firm some goods for which he had received an order from one of his customers. In error the firm supplied goods which were not in accord-

ance with the order, and "J. H." returned them. The firm then offered to supply the correct goods, to which "J. H." with his customer's sanction, consented by letter. The following day his customer had to leave the country hurriedly, and "J. H." wired cancelling the instructions sent to the London firm. The firm, however, supplied the goods, and deny having received the telegram. They threaten to sue for the price of both parcels of goods. Is "J. H." bound to pay for them? [We consider that according to English law "J. H." cannot be compelled to pay for the first lot of goods sent in error which were rejected by him. In our view, a fresh contract for the correct goods was concluded when "J. H." wrote to the firm agreeing to accept those goods. Even if he can prove that his telegram was delivered, the cancellation was not effective, as it must have been received after his letter and was not accepted by the firm. In the circumstances, we consider that "J. H." must accept and pay for the second parcel of goods, or else pay damages for their non-acceptance. He may, of course, have a claim against his customer.]

B. P. & Co. (14/5) ask what is the law relative to the home brewing of beer and stout, as he has had various reports, but nothing definite, from hop merchants, etc., on the subject. [Where a person is the occupier of a house of an annual value of £8 or less he may in any year brew a quantity not exceeding four bushels of malt, or the equivalent thereof, for his own use in the course of his employment on harvest work. No licence or beer duty is payable for this, but a free licence should first be obtained at a money order or Excise office. If a person occupies a house on an annual value of more than £8, and not more than £10, he may brew beer for his own domestic consumption and for those in his employment without payment of beer duty, but he must take out a licence, which costs £1 5s. annually. The occupier of a house of an annual value exceeding £10 but not exceeding £15 may brew beer without paying beer duty for his own consumption and consumption by his domestic labourers, but he is required to take out a licence, which costs £2 10s. annually. In any other case than these, a person wishing to brew beer otherwise than for sale is required to take out a licence, which costs 4s. annually, and, in addition, he must pay duty on the beer brewed at the current rate, as fixed in the pending Finance Bill, of £3 15s. per standard barrel of 36 gallons at a gravity of 1055°.]

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

A. H. M. (10/5).—"LIQUID ACID."—We cannot say the composition of the "liquid acid" to which you refer. In the mineral water trade liquid tartaric or citric acid is used, made by dissolving 7 lb. of the acid in sufficient water to make a gallon of solution.

L. T. (18/5).—LYSOL.—The following is a good formula :

Cresol	...	...	...	50.00
Linseed oil	...	...	...	18.00
Potassium hydroxide	...	...	...	4.25
Alcohol (95 per cent.)	...	...	...	2.00
Glycerin	...	...	...	6.00
Distilled water to make	...	...	...	100.00

All the ingredients are by weight. Dissolve the potash in 25 of water, heat to 70° C., and mix well with the linseed oil previously heated to the same temperature. The alcohol is next added, and the heat continued without stirring, until a few drops added to water dissolves without the separation of the oil. The glycerin and cresol are then added, and the weight of the product adjusted.

Liq. cresolis co. U.S.P., and liq. cresol. saponatus B.P. are other recipes for this preparation.

W. B. (1/5).—We do not know the composition of the concentrated beverage to which you refer, but we understand that it contains capsicum as the chief ingredient.

V. J. T. (25/4).—PILE CURE TABLETS.—The following is the formula for which you inquire :—

Senna	...	...	...	1 gr.
Scammony	...	...	...	½ gr.
Sulphur	...	...	...	¼ gr.
Phenolphthalein	...	...	...	1½ gr.

J. O. (18/5).—Tar is removed from motor-car bodies with the local application of petrol, as this solvent does not affect the enamel.

H. S. (18/5).—Water-glass, diluted with water, would, we think, be the best binding material to employ for the cinder track. It could be applied from a watering-can.

A. P. (17/5).—PINE INHALANT.—The following is the formula for which you inquire :—

Ol. cajuput,	...	...	...
Æther	...	...	3j.
Menthol	...	...	3j.
Ol. eucalypt.	...	...	3j.
Ol. pini	...	...	3j.
Tereben.	...	...	3j.
Camphor.	...	...	gr. xl.

Misce.

W. C. (22/5).—CHEMICAL DISHORNER.—Stick caustic soda or potash is employed for preventing the growth of horns in young calves. The directions for use are :—

Clip the hair from the top of the horn when the calf is from two to five days old. Slightly moisten the end of a stick of caustic potash with water (or moisten the top of the horn-bud), and rub the tip of each horn firmly with the potash for about a quarter of a minute or until a slight impression has been made on the centre of the horn. The horns should be treated in this way from two to four times at intervals of five minutes. If, during the interval of five minutes after one or more applications, a little blood appears in the centre of the horn, it will then only be necessary to give another very slight rubbing with the potash.

The sticks of caustic potash are rolled up in tinfoil, the end of the stick only being exposed. In this way the fingers of the operator are protected.

R. C. P. (21/5).—(1) UNG. CHLORETONE.—Any fatty basis is suitable for this, as chloretone is soluble in paraffins and vegetable fats. (2) INDIGO CARMINE, the sodium salt of disulphindigotic acid. We should make the Latin nominative disulphindigoticus and the genitive disulphindigotici.

R. M. L. (15/5).—ARTISTS' CANVAS is stiffened with thin glue size applied to the back. Sometimes cross-hatching with paint is added.

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," May 15, 1873.

Registration of Trade Marks

It is important to bring under the notice of traders the new Trade Marks Registration Bill introduced by Government, the purpose of which is to establish an official register which shall be proof positive of ownership, and shall almost certainly guarantee the registrar from fraudulent imitations of his exclusive mark. There is no doubt that, to a certain extent, the courts of law have failed to give perfect justice. There has been an honest attempt to ensure equity, but the difficulty has been to draw the line exactly between actually fraudulent and merely accidental similarities in trade marks. If this Bill pass, it will be the duty of the registrar to judge of the admissibility of a new trade mark. If he accept it, the registrar will have to pay five pounds down and a pound a year as long as he wishes to retain the exclusive right in it. The fees we have named are the maximum allowed by the Bill. It would seem that registration of a trade mark is quite at the option of manufacturers themselves, but if so we fail to see how the present legal rights of those who do not choose to register at all will be protected in future.



Things we FORGET to REMEMBER

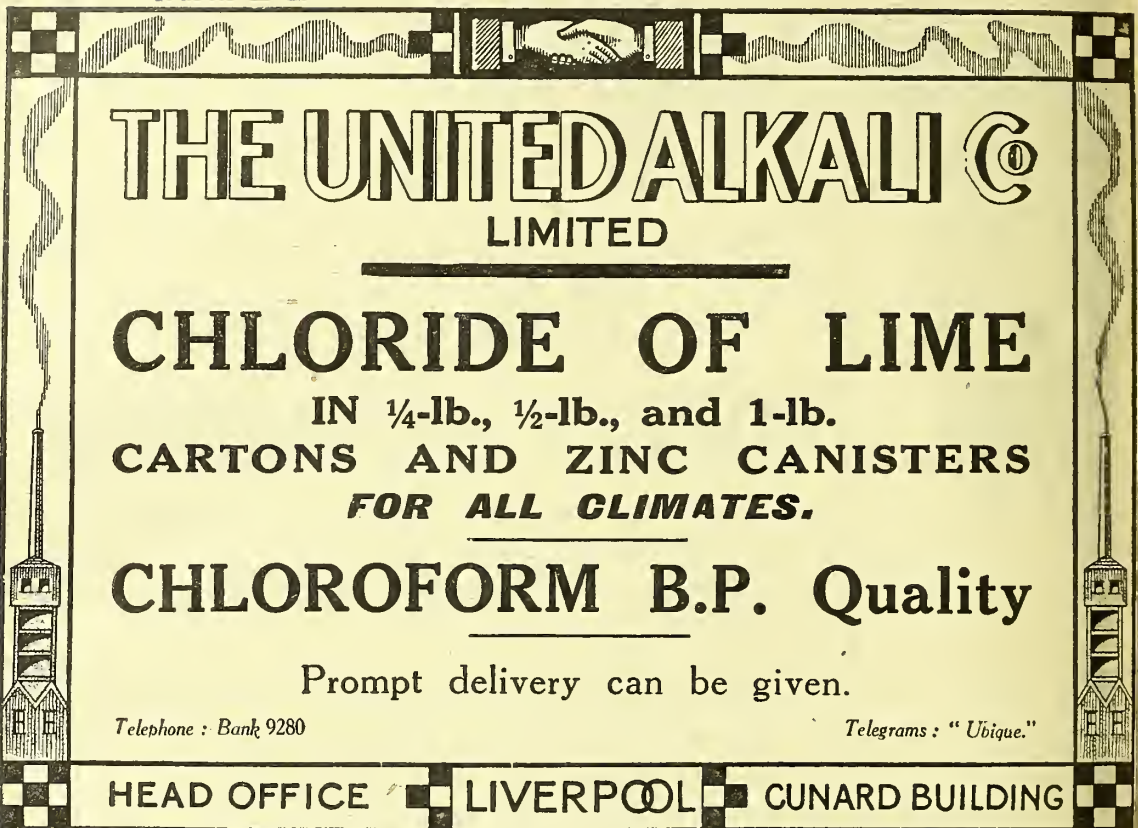
1. Goods on our shelves do not represent PROFIT until all of them or practically all of them are turned into cash.
2. The faster our rate of TURNOVER the greater our PROFIT.
3. With an unknown non-advertised long-profit effervescent saline the first sale to each customer is so often the last.
4. A good product well advertised sells itself.
5. Repeat business is where the PROFITS lie.
6. Repeat business makes our work easier.
7. Repeat business is a sure builder of goodwill.

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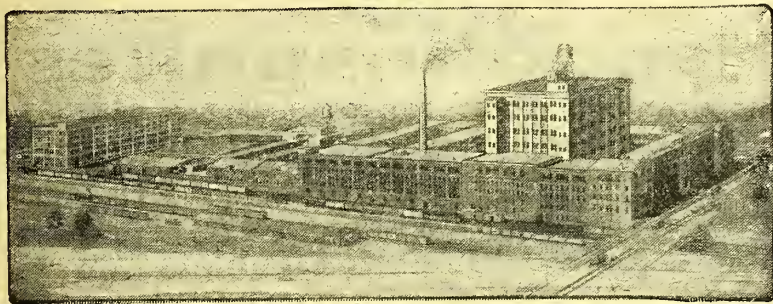
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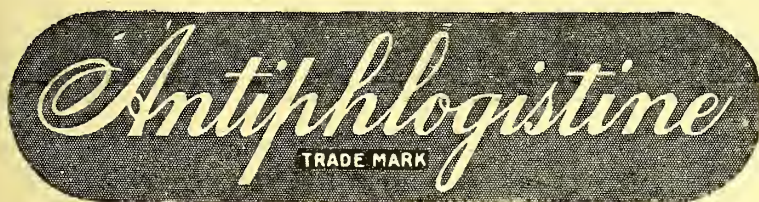
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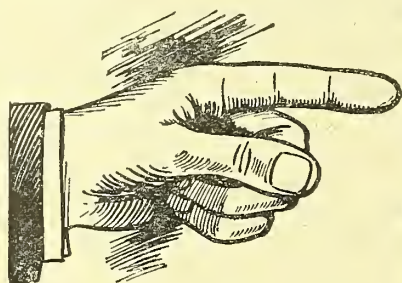
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The reputation and popularity of Mother Seigel's Syrup are as great to-day as they ever were, but there are some people who can't always conveniently spend 3/- even for their favourite medicine! To them, the re-introduction of the 1 $\frac{1}{3}$ size will be a boon, of which they are likely to take immediate advantage.

At the same time, the 3/- size is more economical to the buyer, and more profitable to you to handle. Therefore, regular users should be encouraged to continue buying it.

**PARTICULARS OF OUR SPECIAL ADVERTISING OFFER
WILL BE SENT ON REQUEST.**

A. J. WHITE, LTD., 64 HATTON GARDEN, LONDON, E.C.1.

NURSE HARVEY'S MIXTURE

A safe, simple, and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the retailer has a profitable return on a quick turnover.

For Direct Terms apply to—

OSCAR SCRUTON & CO., YORK

14th SEASON.

"MILNER" CLEANER

:: FOR ::

WHITE STRAW HATS

Popular Price, 3d.

Carriage Paid Parcels: 6 dozen, 10/-; 12 dozen, 19/-
13 to dozen for Cash with order.

DISCOUNT: 2 $\frac{1}{2}$ % on 20/- orders; 5% on £5; 7 $\frac{1}{2}$ % on £10.

MILNER'S CHEMICAL CO., Liverpool.

Stocked by most Wholesale Houses.

**ALL CHEMISTS
SHOULD STOCK**

ABDINE

THE GOLD MEDAL HEALTH DRINK.

Quick Seller. Big Profits. Over 40 years' Reputation.

"Abdine" is the most popular Health Drink, superior to all Mineral Waters. The Original and only genuine Fruit Drink.

Reduced Price List can be had on application.

DUNCAN McGLASHAN, LTD, ABDINE WORKS, WESTFIELD RD., EDINBURGH

FAX

**INDIGESTION
CURE.**

Liberal Terms
Wholesalers
and Retailers.

FAX, LTD., Manufacturing Chemists, **SALISBU**

The House for French Pharmaceutical Preparations

Telegrams—**THE ANGLO-FRENCH DRUG CO., Ltd.** Telephone—
"Ampsalvas London." **238a Gray's Inn Road, LONDON, W.C. 1.** Museum 4029.

Branches—PARIS, BRUSSELS, NEW YORK, MONTREAL, CAPE TOWN, SYDNEY, BOMBAY, CALCUTTA.

Clarke's Blood Mixture

Special Terms for Window Show

Any Distributor ordering One Gross 3/- size Blood Mixture—or its equivalent in value—is offered an extra half-dozen Blood Mixture for 14 days' Window Show.

DUMMIES AND SHOWCARDS ENCLOSED WITH EACH ORDER.

MINIMUM PRICE FACE VALUE	FREE CASES
33½ per cent. on cost to our Distributors.	Carriage Paid on £100 orders.

Orders despatched in strict rotation.

The Lincoln & Midland Counties Drug Co. Ltd.
PARK STREET, LINCOLN.

Iglodine.

Can you say "Yes" when IGLODINE is requested?
IGLODINE is being advertised. The unfailing effectiveness of its action is going to make trial purchasers into IGLODINE enthusiasts.
Every Chemist should be prepared to supply IGLODINE—a dependable antiseptic, quick-selling and profitable.

Write for fullest particulars and terms—
The IGLODINE Co., Ltd., Pilgrim St., Newcastle-on-Tyne

Dr. Bengué's Ethyl Chloride for Local and General Anaesthesia in Glass and Metal tubes.
Large selection of tubes.
Anestile for Local Anaesthesia.
Narcotile for General Anaesthesia.
Methyl Chloride.
Ask for Special Terms and Showcards for Dr. Bengué's Balsam.
Dr. BENGUÉ & CO., MANUFACTURING CHEMISTS,
52 Charlotte St., LONDON, W. 1.

DUTCH
Sugar of Milk.
"THE BEST"
HOLLANDSCHE MELKSUIKERFABRIEK
Amsterdam.

Petroleum Jelly

White, Yellow, Amber,
& Ruby Red, for all
Pharmaceutical and
Veterinary purposes

MEADE-KING, ROBINSON & CO., LTD.
LIVERPOOL - LONDON - MANCHESTER - LEEDS.

PETROLEUM JELLY.

Gough, Kidston & Co.

*Chemical Manufacturers,
Tanning & Dyewood Materials & Extracts,
Gum & Wax Merchants,*

Tel. No.:
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Tel. Add.:
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WORKS:
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43/45 Gt. Tower Street, London, E.C. 3. Tel. No.: Hop 2029.

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THE FINEST BRITISH LANOLINE PRODUCED

IS MANUFACTURED BY

THE PHARMACEUTICAL LANOLINE CO.

Carnwath Road, Fulham, London, S.W. 6.

Telephone: Putney 42.

WHO INVITE ENQUIRIES. Telegrams: "Batapo, Walgreen, London."

Have You Secured Your Supplies?

August 4, 1922.

Public Analyst's Report.

REPORT ON A SAMPLE OF LIQUID
PARAFFIN MARKED E 870a.

Specific Gravity at 60° F. 892

Viscosity at 100° F (Red-
wood No. 1 Viscometer) 265"

Cloud Test 15° F

The sample is colourless, transparent,
odourless and tasteless, and has no
fluorescence.

A mixture of four millilitres of the sam-
ple, two millilitres of absolute alcohol
and two drops of a clear saturated
solution of lead oxide in solution of
sodium hydroxide, when kept at 70°C
for ten minutes, remained colourless.

When three millilitres of the sample
are heated with an equal volume of
sulphuric acid in a test tube placed in
boiling water for ten minutes with
frequent shaking, the acid layer, after
separation, is not darker than pale
brown.

Ten millilitres of 90% alcohol when
boiled with five millilitres of the
sample are not acid to litmus.

The sample complies with the require-
ments of the British Pharmacopœia
except in specific gravity,

Signed ROBERT REDWOOD.

NOTE.

It will be perceived that the oil has a
specific gravity of 892 and is therefore
HIGHER than the B.P. standard.

STERNS PARAFFINUM LIQUIDUM B.P. S.G. 890

High Viscosity.

Non-Clouding.

Wholesale Trade Only

STERNS LTD.

80 Royal London House, Finsbury Square, London, E.C.2.



"Specialty" Packed Goods

**Highest Quality
Competitive Prices**

Before renewing your orders for any Line of packed Goods—Liquid Paraffin, Petroleum Jelly, Ointments, etc.—write for our samples and latest quotations. Being one of the largest importers of White Oils, we can quote keenest prices whilst maintaining the highest quality and most attractive packings. A postcard will provide the proof.

LIQUID PARAFFIN

A brilliant water-white oil (s.g. 890) of the highest viscosity, conforming strictly to all B.P. requirements and brilliant at 0°C. Packed in white oval, flat or panelled flat bottles, which emphasise the brilliancy of the contents.

OINTMENTS

All B.P. and other Ointments, Cold Creams, Coconut Oil, etc., supplied either in flat decorated tins or screw-capped opal jars—also in bulk in 1-lb., 7-lb. and 28-lb. free tins.

EMULSIONS

Non-separable Petroleum and Cod Liver Oil Emulsions, with or without hypophosphites. Petroleum Emulsions in 33% and 50% strengths. Cod Liver Oil Emulsions in 25% and 50% strengths. Packed in special wide-mouth oval-shape bottles in all sizes, with white viscose caps.

Any of the above supplied in bulk at competitive rates. Send for samples, latest prices and specimen labels.

Specialty Dept.
Anglo-American Oil Co. Ltd.

Albert Street,
Camden Town, London, N.W.1.

Telegrams: "Nufinjol, Norway, London."

Telephones: Hampstead 4046-4-47.



C. W. JOHNSON & CO.

Woburn Lodge

Upper Woburn Place, W.C.1.

Direct Importers.

Packed and Bulk.

Prices and Samples on application.

Telephone

Museum 5774

SALVO PETROLIA

The Perfection of Petroleum Jelly.

MANUFACTURED SOLELY BY

THE DEE OIL COMPANY, Ltd.

D 23/24, EXCHANGE BLDGS., LIVERPOOL.

Telephone: Central 3859. Telegrams: "Cestrian Liverpool."

Packed in barrels, kegs and smaller packages according to requirements.

Other Grades

PETROLEUM JELLIES, WHITE BASES, ETC.

Samples and prices on application.

"OLEUM DEELINÆ," a certain cure for Eczema.

BRITOL PREPARATIONS

A QUICK SELLING LINE
with GOOD PROFITS

BRITOL DEATH TO MOTHS

The only actual
safeguard against moths.

Ask for our Representative to call—
or send enquiries to:—

Sole Manufacturers:

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Audrey House, Ely Place, London, E.C.1.

JAMES ARNOTT & SONS, LTD.
Oil Importers and Refiners,
47 PILGRIM STREET,
NEWCASTLE-ON-TYNE.

Dear Sir,
We have pleasure in quoting, subject
to market fluctuations, as under:—

PETROLEUM		TURPENTINE	
JELLY,		Genuine American	
White, per cwt...		Spirits, per cwt...	
Yellow, do. ..		Substitute,	
Red, do. ..		per gall.	
CASTOR OIL		SPERM OIL	
per cwt.		per gall.	
FINEST		NEATSFOOT OIL	
COLZA OIL		per gall.	
per cwt.		OLIVE OIL	
LINSEED OIL		per gall.	
per cwt.		WHITE OIL	
REFINED		per gall.	
COTTON		BRILLIANTINE	
OIL,		OIL, per gall.	
EDIBLE,		COD LIVER OIL	
per cwt.		per gall.	
ROSIN		NUT OIL, FINEST	
American		Edible Arachide	
per cwt.		per cwt.	
French			
per cwt.			

Know the lowest current prices regularly

.... by means of our monthly price list.
Those who receive this list every month
have at their finger-ends the lowest current
prices at which the oils they need can be
bought.

All qualities are in accordance with
B.P. Standard requirements. Special
manufacturing care ensures the mini-
mum of variation.

Send a postcard for full details ; your
name will be added to the list of those
who regularly have these useful lists.
No obligation is entailed. Write now !

JAMES ARNOTT & SONS Ltd.

Head Office:
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Newcastle-on-Tyne.



SUTTON'S

CLOUDY AMMONIA

To-day, as ever, the extra strength of
SUTTON'S
CLOUDY AMMONIA



makes it the most
efficient and the
most economical
for all purposes.

The enviable reputation
of G.F. Sutton, Sons and
Co. ensures that in
handing out a "Sutton"
product the retailer is
giving his customer the
very finest quality.
Doesn't that mean
"repeat" orders every
time for YOU?

Send for particulars of FREE
SPRING OFFER to

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Osborne Works, Brandon Rd.
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"A good name is more than riches"

LIQUID
PARAFFIN B.P.
TOILET PARAFFIN
BRILLIANTINES
OLIVE OILS
HONEY
EUCALYPTUS OIL

Send your enquiries to

REDDGRAVE BUTLER & Co., Ltd.
Park Lodge,
Forest Lane, Stratford, London, E.15

Companion Lines



WELL PACKED IN
BOXES OF 2 DOZEN.

WELL PACKED IN
BOXES OF 3 DOZEN.



‘SIMPLIC’ REGD. SOOTHERS

Made of purest
India Rubber.

No taste or smell.

Practically indestructible.
The most perfectly made
all-rubber soother ever
offered for sale.

‘SIMPLIC’ TEATS REGD.

Made of purest India Rubber.

In 8 different patterns.

Each in separate carton.

IN BOXES OF 3 DOZEN.

Ask your Wholesaler for “Simplic” REGD.

Surgical Dressings

*Packed to suit
Customers'
requirements.*

*Special Quotations
for Large Quantities.*

BANDAGES

OPEN WOVE
CREPE
DOMETTE
FLANNEL
PLASTER OF
PARIS
CRINOLINE

ABSORBENT GAUZES

ABSORBENT
RIBBON
GAUZES

ABSORBENT WOOLS

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TISSUE

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OILED SILKS
& COTTONS
G. P. TISSUE

WOOD WOOL, WADDINGS

GREY
CARDED WOOL
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Contractors
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Telegrams: "Carnebros, Phone, London."
Codes: ABC 5th & 6th Editions, Bentley's & Marconi's,
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WHOLESALE AND EXPORT ONLY.

A BIG REPEATER.

Sells on sight. Gives Satisfaction. Pays well.

The "EVERSAFE"**BABY
PACIFIER**

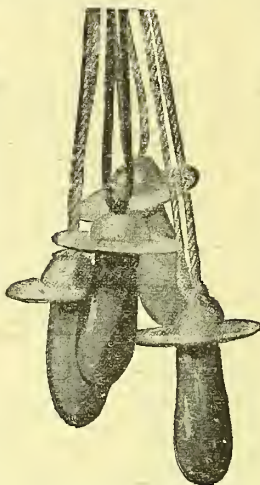
Pure jelly filled, non-collapsible transparent nipple. The "Eversafe" is the Pacifier that is Different, and it is still on Top. Perfect quality and workmanship. Baby's delight and Mother's favourite because she knows it is safe—baby cannot pull it apart.

Patented everywhere.

Present Rates :

No. 2 4d. line 2/9 doz.
 " 2C 6d. " 3/2 "
 " 2E 6d. " 3/4 "
 " 3 7½d. " 4/8 "

Sample order, 3 doz. assorted :
 Send 10/6, post free.



Obtainable from all wholesalers
 or direct from Patentees.

F. SCHUTZE & CO., LTD.
BLACK BULL WORKS, LONDON, N. 7.

ZEAL'S REGISTERED

Clinical Thermometer

The REPELLO requires no shaking down

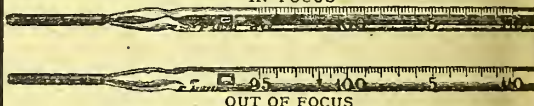
A 30-second pushed back in an instant.



Showing flattened bulb at end.

**NEW IMPROVED
LENS FINDER**

The only Easy Reading Magnifying Clinical on the Market.
 IN FOCUS



The square mark engraved on lens front locates the Mercury column immediately.

SPECIAL AWARD AND GOLD MEDAL, NEW ZEALAND, 1907
 SILVER MEDAL, INDIA, 1909. SILVER MEDAL, LONDON, 1913.

All Clinical Thermometers are supplied N.P.L. Tested unless otherwise ordered.

G. H. Zeal, Ltd., 77 St. John Street,
 Clerkenwell, London, E.C.1.
 Established 1888.

Wholesale Manufacturers of Clinical Thermometers.
 Contractors to H.M. Government.

Telegrams : "Zealdom, Smith, London." Tel. No. : Clerkenwell 5202.

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A1

"SWIMEESY" BUOYS

are a reliable swimming device that will bring you EXTRA SALES during the SUMMER MONTHS in all districts possessing bathing facilities. No awkward sizes to stock—no changing fashions to study.

Stock occupies little space and does not deteriorate. No waste. No packing costs. MADE IN TWO STYLES—Plain Tints (assorted). Butterfly Wing (full colours). Send your Trade Card for particulars.

DEAN'S RAG BOOK Co., Ltd., Elephant & Castle, London, S.E. 1

REDUCED PRICES

BEST QUALITY LONDON MADE

THERMOMETERS

Tested and Stamped at N.P.L. Complete in Metal Cases.

2 min. Plain, per doz.	14/-	2 min. Lens Front, per doz.	15/-
1 " " " "	15/-	1 " " " "	16/-
1 " " " "	16/-	1 " " " "	17/6

Send Order for 2 doz. and receive Attractive Showcard.

5% Discount for cash with order.
 Special quotations for large quantities.

DAVIS & CO., Mortimer House, 41 Mortimer St., W. 1

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CORNS ! CORNS ! CORNS !

Have you entered your name for inclusion in our

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If not, write to us at once to be certain of publication.

KEENE'S ONE-NIGHT CURES Limited,

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A Profit-maker for you!

*Awarded the
Certificate of the
Institute of Hygiene.*

You should stock

**The
Crusader**

RUBBER HOT WATER BOTTLE

(Protected throughout the World)

BECAUSE

It is by far the best hot water bottle on the market and will make satisfied customers for you.

It is offered at a fixed price and no competitor will be able to undersell you.

It will be advertised by an extensive Press cam-

paign in good time before and during the coming hot water bottle season.

It will show you a handsome margin of profit.

It is guaranteed for 12 months. Made in one size only, the most useful, 15" x 9", and retailed at a popular price, 6/11.

The Crusader Rubber Co., Ltd.
62 LONDON WALL - - LONDON, E.C.



TRADE MARK Regd. No 691251
BEST BRITISH MANUFACTURE

*Write for details of our trade
proposition to-day — NOW!*

A SATISFIED CUSTOMER IS THE CHEMIST'S BEST ADVERTISEMENT

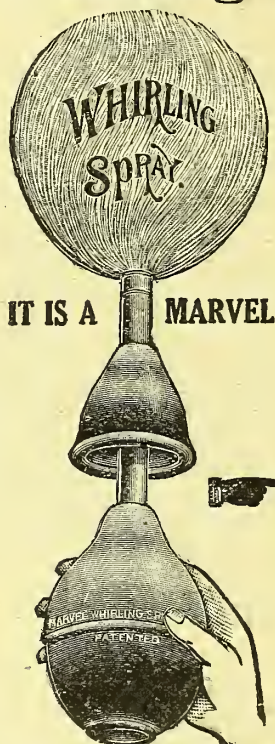
The Marvel Whirling Spray Syringe



Gold Medal Awarded, Paris, 1902,
by the Société d'Hygiène of France

as the latest and best improvement in Vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with and cleansing the entire surface.

Fully Protected by Patents.



You can safely recommend it.

Has no rival on the market, is well advertised, pays a good profit, quality guaranteed. The MARVEL is returnable for exchange if found defective and reported promptly.

Trade price, 125/- per doz.

Retail price, 15/- each.

FASSETT & JOHNSON, Ltd.
86 Clerkenwell Rd., London, E.C.1.



The beautiful elasticity (stretching to double the length) and yet firmness of the

NORVIC

Regd.
CRÉPE BINDERS

make them ideal for all cases where support is needed. In all widths up to 11 in.

INVALUABLE IN MATERNITY

Wholesale only.

Sole Mfrs. **GROUT & Co., Ltd., Gt. Yarmouth.**
London Agent **T. S. Eastaway, 35 Wood Street, E.C.**



**KNOWN ALL OVER THE
WORLD AS THE
STANDARD LIQUID
PLASTER.**

TRADE PRICES.

Retail Price.	Trade Price.
10½d. Pocket Size... ..	8/5 doz.
2/- Medium Size	19/2 "
3/- Physician's Size	28/9½ "
£3 and up Carriage Paid.	

Order through your wholesaler or direct

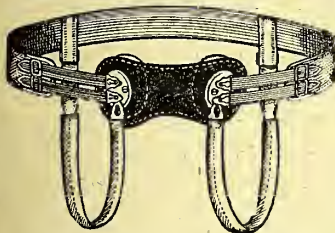
Sole Agent for British Isles and Colonies—

J. E. GARRATT,
96 Southwark Street, London, S.E.1.

Telegraphic Address—BELTRUSS,
TWICKENHAM.

Telephone—RICHMOND 1557.

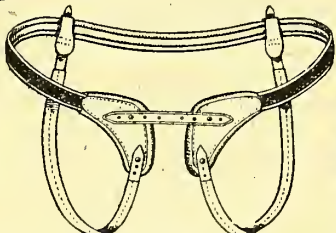
Fig. 60r. Inguinal Elastic Truss.



TRUSSES

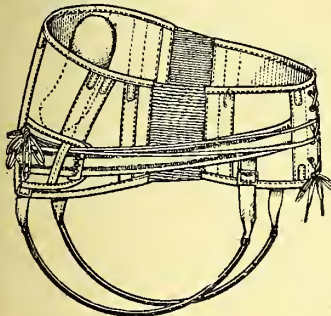
SURGICAL SPRING AND
ELASTIC TRUSSES.
SEAMED AND SEAMLESS
ELASTIC HOSIERY.
ABDOMINAL SUPPORTING and
POST OPERATION BELTS.
SURGICAL CORSETS.
SUSPENSORY BANDAGES.

Fig. 64r. Peaked Head Scrotal.



Makers to the Trade of every description of English, French and American Truss Springs.
Sole Agents for the United Kingdom of Great Britain, Ireland and The British Dominions
of the Celebrated

Fig. 19. Kidney Belt.



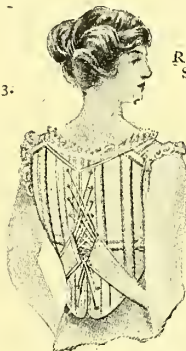
Crêpe Velpeau Bandages.

THE
R. H. HEWARD Co.,

Crown Road Works,
TWICKENHAM.

Contractors to H.M. Government.

Fig. 583.

Richmond
Shoulder
Brace.

CREPE VELPEAU BANDAGES



“BULL
DOG”

Boracic Socks

Finest 4½d. Sock. Quickest and Largest Sale.

BIGGEST PROFIT

Retail at 4½d. per pair.

“SPEEDWELL” Boracic Socks

Retail at 6½d.

Sample Pair and Special Offer. Terms on application to Makers

Order Socks required by Name either from—

London.—Butler & Crispe; May, Roberts & Co.; Barclay & Sons; F. Newbery & Sons; Sutton & Co.; Edwards & Sons; Arthur Berton, Ltd.; Sangers, etc.

Manchester.—James Woolley & Co., Ltd.; Quilliam & Co., Ltd.; A. Clunie; H. Thompson & Son; Place & Co., etc.

Liverpool.—Ayrton, Saunders & Co., Ltd.; J. Thompson, Ltd., etc.

Newcastle-on-Tyne.—Penney & Co.

Plymouth.—Breeze's, Ltd.

Agents for Irish Free State, Dublin.—May Roberts & Co., Ltd.

Or direct from the Makers—

R. H. ALLEN & CO., MANUFACTURING
—CHEMISTS—

SYDENHAM LONDON, S.E.26

Telephone: Sydenham 2220.

NOW

IS THE TIME TO
PLACE YOUR ORDER

FOR

BATHING CAPS
SPONGE BAGS
HOLDALLS

OUR LATEST PATTERNS AND
PRICES SENT ON APPLICATION

ARTHUR BERTON, Ltd.

15-17 Worship Street, LONDON, E.C.2.

MANCHESTER and GLASGOW.

36 Chapel St., Victoria Bridge. 84 Miller Street.

Telegrams: “Aybelim, Finsquare, London.”

Phones: Clerkenwell 1347, 1348, 1349 (Private Exchange).

THE "JARASO"

Personal Weighing Machine

BRITISH PATENT No. 23493/1910

*Small and Compact. Weighs from 1 lb. to 20 stone.
Suitable for Bathroom, Bedroom, Nursery, etc.
The weight is reflected automatically in the mirror.*

SIZE 11 × 7½ × 8 inches.

WEIGHT 19 lbs.

RETAIL PRICE REDUCED TO

45/- each

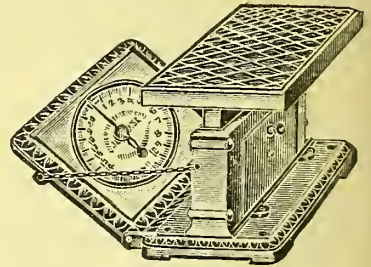
Liberal terms to Wholesale Houses,
Shippers and Export Merchants for
re-sale in Great Britain, Ireland and
British Colonies only.

All particulars from:

ALBERT C. SHOPPEE, LTD.

(SOLE LICENSEES)

Belmont Street, Chalk Farm, London, N.W.1.



JAPANNED WHITE.



For Men, Women, or Children.

The "TOINOCO" (Regd. Trade Mark) CLINICAL THERMOMETER

WILL INTEREST YOU.

It is the only Clinical Thermometer with which a Kew Certificate is given Free.

➔ This enables Customers to answer complaints about inaccuracy with a confidence hitherto impossible.

On P.A.T.A. at fixed retail prices. Produced under the direction of

THE TOINOCO HANDKERCHIEF CO. LTD., 55 Hatton Garden, London, E.C.1.

RUBBER GOODS

Chemists' Sundries

Hooper & Co.

7, PALL MALL EAST, LONDON, S.W.1
and HIRE DEPARTMENT.



WM. WARNE & CO. LTD.

29 GRESHAM STREET, E.C.2.

India Rubber Manufacturers,

Surgical, Chemical, Domestic Articles, Syringes,
Water Beds, etc.



Trade Mark
Hollandia

RUBBERFABRIEK HOLLAND

VELSEN, HOLLAND.

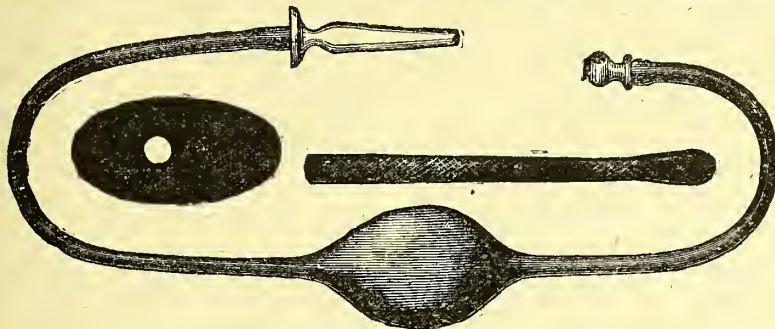
Trade Mark
R "Stork" F
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TEATS, SOOTHERS, RUBBER GLOVES, SURGICAL RUBBER GOODS.

Samples and Quotations gladly sent by **ENGLISH REPRESENTATIVE, 35 NEW CAVENDISH STREET, W.1.**
THE VIPER & RE-COVERING CO., LTD., 7 & 8 POULTRY, E.C.2.

CHEAP SEAMLESS ENEMA

21/- doz.



21/- doz.

No. 1252.

No. 1252. The "SAFFRON," black polished, complete in card box, per doz. 21/-. This Enema is thoroughly reliable and will command a ready sale if brought to the notice of the public.

CARRIAGE PAID ON ORDERS OF £3 AND UPWARDS.

A discount of 5 per cent. for prompt cash is allowed on all amounts of 10/- and upwards. Money returned if goods are not satisfactory. Write for New Price Lists of Druggists' Sundries, Toilet Requisites, Rubber Goods, Cut Sheet Rubber Appliances, etc.

BURGE, WARREN & RIDGLEY, LTD.

91 & 92 GREAT SAFFRON HILL, LONDON, E.C.1.

**T.H. FORD
LIMITED**



**6, WELL ST.
LONDON, E.C.1.**

Telegrams:
Drofclym, Cent, London.

Telephone:
City 6343

**SURGICAL DRESSINGS.
SURGICAL and CHEMISTS' SUNDRIES.**

"INGOT"

Quality and packing command ready sales and repeat business, which can only be obtained from

YOUR PHARMACY.

Allow us to quote with samples when you are next buying.

Reduction in Price

CURASOL

THE ORIGINAL

Boracic Socks

Fixed Selling Price, 4½d. per pair.

Cost, 3/- per dozen.

Six dozen lots, 34/6 per gross.

Distributing Agents:

England and Wales—

Sangers, 42a Hampstead Road, London, N.W.1

Scotland—

**Munro, M'Laren & Sutherland,
17 Cadogan Street, Glasgow.**

For Sample Pair (state size) send Postcard to—

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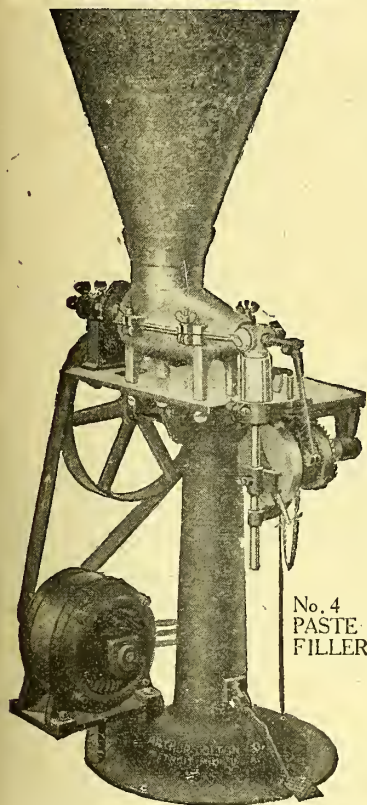
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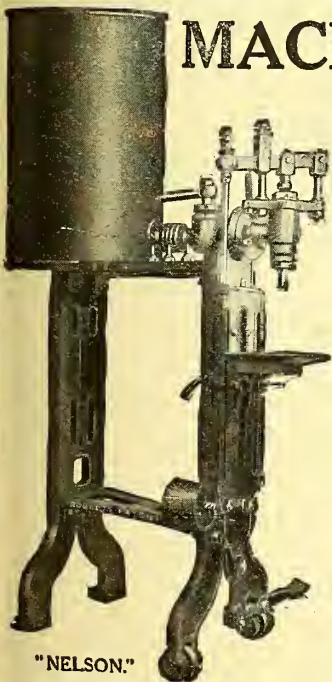
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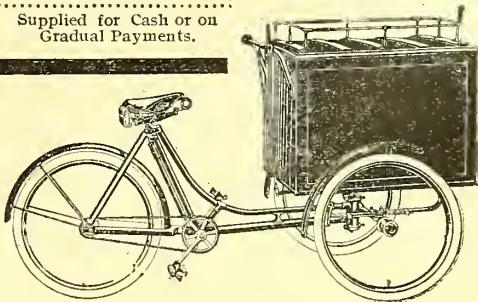
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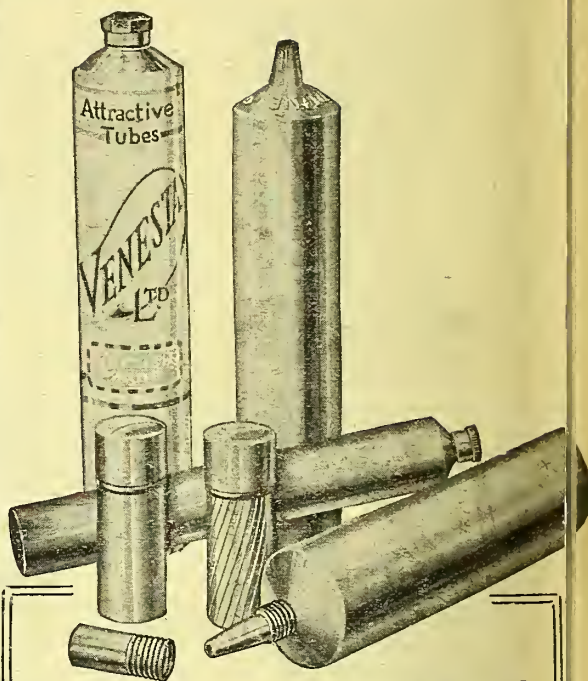
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No. 5.



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42 CANNON-ST.
LONDON E.C.4

MAY 26, 1923

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-CROYDON (Near).—Good-class General Retail Business; returns, £1,400 per ann., with scope for large increase in the hands of an energetic man; house contains 5 rooms, kitchen, bath room, garden, back entrance; held on lease; rent, £30 per month; price to be arranged.

-ESSEX (Near Forest).—General Retail Business, with Dispensing; established many years; returns, from £20 to £25 weekly; double-fronted shop, well fitted in mahogany; rent, £110 per annum; house sublet at £65; 21 years' lease; reasonable offer refused.

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FOR SALE.

THE Stock and Fixtures of a Chemist's Shop for Sale; stock in very good order, all saleable; fixtures include three or four cases, two sets of drawers and shelves, and about 2 gross stoppered bottles; inspection and offers wanted. 84/10, Office of this Paper.

APPRENTICE.

APPRENTICE.—Vacancy for well-educated youth (passed preliminary) in High-class Pharmacy, Laboratory, Dispensing and Counter training. Most B.P. preparations made on the premises. Apply, 84/25, Office of this Paper.

SITUATIONS OPEN.

[HOME.]

RETAIL.

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

BOURNEMOUTH.—Unqualified Junior Assistant required at once; a gentleman for high-class Retail and Dispensing business. Apply, with usual particulars as to age, experience and salary required, to the Secretary, G. E. Bridge & Co., Ltd., 125 Old Christchurch Road, Bournemouth.

CLAPHAM, S.W.—Unqualified Assistant required for brisk business; accurate Dispenser and good knowledge of Photography; permanency. Apply, giving full particulars, in first instance, to 84/40, Office of this Paper.

EAST Coast Seaside Resort.—Junior required at once for season for good-class business; one with knowledge of Developing and Printing Photos. State age, height, salary (indoors), experience, name of last employer. 85/19, Office of this Paper.

LANCASHIRE.—Qualified Managing Assistant, F.S.M.C., or good knowledge of Optics essential; permanency; live out; state salary, age, height, married or single, references and photo in first letter; no Sunday duties. Charles Crane, Ltd., 235 and 237 St. Helens Road, Bolton.

LEEDS.—Qualified Manager wanted for June 3; must have undeniable references; good Window-dresser and knowledge of Photography; no stamped envelopes; no photographs; state salary required. Murrays Pharmacies, Ltd., 221 Woodhouse Lane, Leeds.

LLANDUDNO.—Junior required at once for season; careful Dispenser, Counter, knowledge of Photography. State age, height, experience, salary (outdoors), references. J. Turton, Pharmacist, Craig-y-don, Llandudno.

LONDON.—Qualified Manager and unqualified Assistant wanted for branch; must be good Countermen, Dispensers, and Window-dressers, with knowledge of Photography. Apply, stating age, height, experience, and salary required (outdoors), to 84/33, Office of this Paper.

LONDON, N.—Qualified Junior (outdoors) for Retail, Dispensing and Photographic business; best references essential. Reply, stating age, height, experience and salary required, to 85/5, Office of this Paper.

LONDON, N.—Wanted immediately, lady Assistant, chiefly for Dispensing; must be accurate and have had good Dispensing experience and possess Hall qualification. Apply, giving full particulars and salary required (outdoors), to 85/8, Office of this Paper.

LONDON, N.E.—Qualified Assistant, middle-aged, with experience of N.H.I. Dispensing; two assistants kept; give full particulars of experience, references, when disengaged and salary required. Apply (letter only) "Pharmacist," c/o Alfred Phillips, Esq., 300 Amhurst Road, Stoke Newington, N.16.

LONDON, N.W.—Qualified Assistant, middle-aged, obliging and of good address, with thorough knowledge of N.H.I. Dispensing, Photography; moderate salary to commence; appreciation shown to worker (permanency). Give full particulars of experience, when disengaged, and salary required in first letter. P. S. Parren, 809 Harrow Road, N.W.10.

LONDON, S.E.—Qualified (Minor) for N.H.I. Dispensing and Counter work; must be reliable and accurate; young preferred. Apply, stating references, experience and salary, to "Chemist," 77 High Street, Croydon.

LONDON, S.W.—Competent unqualified Assistant, age 25 to 35, for brisk cash business. Must be tactful Counterman, reliable Dispenser, and have knowledge of Photography. Highest references essential; good prospects for capable man not afraid of work. Please state age, height, details of experience, and salary required. 84/6, Office of this Paper.

LONDON, S.W.—Assistant wanted immediately for Retail Dispensing and Photographic business; salary £3 10s. per week; must have had good experience and good references. Apply personally, or write full particulars, "Chemist," 91 High Street, Wandsworth, S.W.18.

LONDON, S.W.—Unqualified junior Assistant wanted; able to undertake D. & P. work and assist in putting up stock. Apply, stating previous experience and salary required, to P.C.B. 37/37, Office of this Paper.

LONDON, W.—Smart, gentlemanly Assistant required for first-class Pharmacy; must be a good Counterman, and knowledge of French preferred. Full particulars of experience and salary required to 83/3, Office of this Paper.

MARGATE.—Junior or Improver, outdoors, for Light Retail and Dispensing business. R. M. Holmes, 110 High Street, Margate.

MIDLANDS.—Qualified Assistant for high-class Dispensing business; willing and energetic; must be well recommended. Full particulars, including salary required, 25/810, Office of this Paper.

NORTHAMPTON.—Wanted, good junior Assistant for N.H.I. Dispensing and Counter. Reply, stating age, height, experience and salary required, and, if possible, enclosing photo, to Stuckey, Chemist, Northampton.

SHERINGHAM.—Wanted for about four months, young unqualified Assistant, good Dispenser, for General and Photographic business. Apply, giving full particulars age, experience, references and salary required (outdoors), to J. B. Goech (W. H. Burrell & Co.), High Street, Sheringham, Norfolk.

WATFORD.—Assistant required at once for good-class business; experienced Counterman and Photographic Salesman essential. State full particulars as to age, height, previous experience, salary required, etc., Chater, Chemist, Watford.

WEST RIDING.—Wanted, unqualified Assistant for busy Store business; must be good Counterman and Window-dresser and have knowledge of Photography. Apply, stating age, height, salary required, and references, to 85/290, Office of this Paper.

YORKSHIRE.—Wanted, qualified Managing Assistant; must be good Salesman and Window-dresser, with knowledge of Photography. Apply with usual particulars as to age, height, references, and salary required to 85/29, Office of this Paper.

ASSISTANT, under 30, unqualified, required for holiday relief at branch shops, S.W. London district; three months, commencing June 25; probable permanency to suitable man; quick cash businesses, N.H.I. and Photographic; 70s. weekly. State age, height, experience. 84/60, Office of this Paper.

DISPENSER; Hall qualification; either sex; with or without Counter experience; season or permanency; please state references, age, experience, salary required (indoors), earliest date at liberty, etc. Applications unanswered 7 days respectfully declined. "Cornwall," 85/22, Office of this Paper.

EXPERIENCED Assistant required, outdoors; no Sunday duty. Apply Lewis & Burrows, Ltd., 146 Holborn Bars, E.C.

HOLIDAY Assistant.—A male junior Assistant wanted for four weeks as a holiday assistant from June 25. State age, experience and salary required (outdoors). Cumber, Chemist, Winton, Bournemouth.

JUNIOR (qualified), also Improver; Salesmanship and Photography a recommendation. Photo, particulars of past experience, salary, to Lasham, 1 and 3 High Street, Romford. Young Lady also required for Ladies' Hairdressing Saloon; Marcel Waver, Manicurist.

LADY Dispenser required; Hall Certificate; willing to assist at Counter. Apply by letter, giving full particulars training, experience, age and salary required, to 25/812, Office of this Paper.

LOCUM, for 14 days from June 25 or July 2, with knowledge of Photography and qualified Optician, or knowledge Sight Testing. Hall, 31 The Broadway, Crouch End, London, N.1.

MALE or female Photographic Operator required immediately by Rich, The Chemist, Swansea. Experience in Developing and Printing essential, also Enlarging.

MANAGER, qualified, at once; permanency; must be used to modern Store methods; cash trade; little N.H.I. Dispensing, Photography. Apply, Bewells', Ltd., 19/21 Pitt Street, N.1.

MESSRS. COOPER, SON & CO., 80 Gloucester Road, London S.W.7, require a qualified Assistant (male); must be accurate Dispenser and good Counterman. Apply in writing with usual particulars as to salary and experience, etc., "A. J. B. C.," as above.

QUALIFIED Assistant wanted; must have had good experience, and excellent references. Apply, stating full particulars, to Wm. Fox & Sons, Ltd., 109, 111, 113 Bethnal Green Road, London, E.2.

QUALIFIED Assistant; must be good Salesman, Window-dresser, and accurate Dispenser; obliging and energetic. Photography. State age, height, wages, etc., outdoor, photo. Davis, Chesham, Bucks.

QUALIFIED Superintendent, small country town, mixed business; permanency for suitable person. Rowell's Stores, Market Place, Whittlesea, Peterboro'.

S. F. GOSS, LTD., requires a young qualified Assistant Manager for West-End Pharmacy; first-class Toilet Perfumery experience necessary. Apply F. B. Arnold, General Manager, 134 Kensington High Street, W.8.

TAYLORS' DRUG CO., LTD., Chemists, Burley Hill, Leeds, require the services of two or three qualified men. Apply full particulars as above.

TWO smart unqualified Assistants required; must have thorough knowledge of the business and unquestionable references. Reply, 3 Ridgmount Street, Tottenham Court Road, W.1.

UNQUALIFIED Junior (male) wanted immediately; permanency for a good window dresser and active worker. State salary required and fullest particulars, with photo, in first letter. Powell, 52 King's Road, Brighton.

UNQUALIFIED Assistant, about 30, wanted, July 1, summer season only. Good knowledge photography essential. Enclose references and photo, which will be returned, and state salary required. J. Hughes, Chemist, 8 Great Road, Ramsgate.

UNQUALIFIED Assistant for South Coast; high-class Retail and Photography; permanency; good Salesman, Window-dresser. Please state age, experience, salary required, and enclose photo. Undeniable references essential; good prospects for right man. "Statim," 84/4, Office of this Paper.

WANTED, a qualified Assistant with good Dispensing experience for the West End. Apply, with full particulars experience, age, salary (outdoors), to 84/11, Office of this Paper.

WANTED, experienced Assistant, good Counterman and Window-dresser, or Manager for Chesterfield branch; scribing and mixed trade; also good Junior for Nottingham head shop; permanent situations. Hulme, Chemist, Nottingham.

WANTED, Locum, July 14 to August 4. Photo and full particulars to Haywood, Queensgate, Bolton.

Returning Photos, &c.

Advertisers in this section who receive portraits and copies of testimonials from applicants, with a stamped addressed envelope for reply, are reminded that the undue retention of these often means a hardship to the sender. All personal documents should be returned as promptly as possible after perusal.

WHOLESALE.

ADVERTISER may if preferred have replies addressed to this office, and forwarded on payment of an additional charge of 1/-.

INTERNATIONAL COUNTRIES.—Wholesale House wish to correspond with Representative on commission terms. 25/809, Office of this Paper.

ISLANDS.—Wanted, Traveller, with first-class connection, to push well-known and proved Dry Cleaner side line; 20 mt. commission basis, first order and repeat; free sample South London and Irish territories also open. Particulars, in confidence, to 84/14, Office of this Paper.

IRISH HAND. with experience in packing and finishing Chemists' Counter Specialities. Apply, stating age, experience, and wage required, Southall Bros. & Barclay, Ltd., Birmingham.

IRISH HAND, Wet or Dry, wanted by London Wholesale Druggists. Write, stating age, full particulars of previous experience, and if disengaged, to 25/808, Office of this Paper.

IRISH Salesmen required to sell well-known Proprietary on liberal commission basis, together with expenses; positions excellent opportunities for progressive men to earn a good salary. Apply to Stone-Ballantine & Co., 13 Well Court, Queen's Road, E.C.4.

IRISH REPRESENTATIVES required immediately, with a live connection amongst Chemists, Hairdressers, and Stores in provincial centres, to carry Perfumes and Toilet Preparations on a commission basis. Apply "G.", 25/806, Office of this Paper.

IRISH REPRESENTATIVES required for selling the Jarass Patent Personal Weighing Machine, advertised in this Journal in following districts:—Scotland, Birmingham, and Midlands, and Counties, Bristol, S. Wales, and West of England. A commission offered to gentlemen having established connection amongst Chemists, Surgical Outfitters, etc. Write, giving ground covered and firms at present represented, to C. Shoppee, Ltd., Belmont Street, Chalk Farm, London, N.W.1.

IRISH REPRESENTATIVES required for London and provinces, with good connection amongst Chemists, for the special one-man campaign, as advertised on page 3. This will be a permanent post for first-class man. Terms can be agreed, commission, salary, or both. Real good opportunity for right man. Must pass Fidelity Guarantee. State full particulars, Silks Toilet Co., 8/9 Red Lion Street, Holborn, London, E.C.1.

IRISH LET Goods, Perfumery and Essential Oils.—Well-known firm of manufacturers require capable Representative; candidate must have sound connection among Chemists, Stores and Dressmakers in London, and references must bear out investigation; liberal terms to suitable gentleman. Give fullest particulars of past experience, etc., to P.C.B., Office of this Paper.

IRISH TRAVELLER.—A well-known firm of Chemists' Sundriesmen require a Traveller; connection essential. Please state district or country, which will be treated in strict confidence (part-time man might be considered). P.C.B. 37/35, Office of this Paper.

[COLONIAL, INDIAN AND FOREIGN.]

IRISH SOUTH AFRICA.—Qualified Assistant, gentleman, about 22 years age, required; three years' contract; passage paid; residence, including laundry, found; salary, first year, £12 per week, increasing yearly; good prospects for right man. Apply, full particulars, "E. H.", 25/790, Office of this Paper.

IRISH SOUTH AFRICA.—Wholesale Drug and Druggist Sundries House require the services of a smart Representative; must have experience and knowledge of South Africa essential; agencies not objected to. Apply by letter, giving full particulars (in confidence), "S. A. F.", 25/805, Office of this Paper.

Write particularly to draw the attention of Colonial and Foreign subscribers to the fact that in cases where they require partners, assistants, or wish to sell their businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given under the appropriate headings in the Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

SITUATIONS WANTED.

RETAIL

[HOME.]

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

A QUALIFIED Assistant (lady), 24, matriculated, 6 years' experience, requires post, chiefly Dispensing high-class Pharmacy; London preferred. 85/24, Office of this Paper.

A RELIABLE, experienced Assistant seeks berth where tact and education are essential; would manage Drug Store; highest references; single. "Aspirin," c/o 393 New Cross Road, S.E.14

ARTHUR FLOOD, late of Ealing, is free to undertake Locum work, London and district. 18 Hayes Court, Camberwell New Road, S.E.5.

A ASSISTANT, young lady; disengaged; 7 years' experience, private and N.H.I. Dispensing, Window-dressing, all-round Counter work; Locum or permanency; excellent references. Donnan, 22 Whittingstall Road, Fulham.

A ASSISTANT; unqualified; age 25; disengaged; 7 years' experience; excellent references; not afraid of work. Owen, c/o Jones, Chemist, Holyhead.

A ASSISTANT; Counter and Dispensing; 8 years' experience, including 15 months West End. "Statim," 82 Willingham Street, Grimsby.

A ASSISTANT, M.P.S.; single; 37; 5 ft. 9 in.; accurate Dispenser; abstainer; would cover; Cheshire or fairly near preferred; moderate salary. 84/7, Office of this Paper.

BOOKING Rightaway!—Birmingham (Midlands); Locum; unqualified; 30; 15 years' all branches; expert Salesman; travelling experience; references; requires also month's engagement holiday resort; moderate. "Reliable," 7 Marlborough Road, Coventry.

BOOK-KEEPING and Clerical Work; day or evenings. Apply "X. Y. Z.", 70/2, Office of this Paper.

BRISTOL.—Capable Pharmacist, 33, with personality and ability, sound all-round experience, requires berth in Bristol or radius of 20 miles; highest references; accept low salary. Apply "Veloxy," 84/37, Office of this Paper.

DISENGAGED.—Competent Assistant; West-End experience; Locum or permanency. Arthur, 50 Ivanhoe Road, Camberwell, London, S.E.5.

DISPENSER.—Lady requires post with Doctor or Chemist to gain further experience; small salary. Apply 84/17, Office of this Paper.

DISPENSING, Counter, Stock; successful Manager; temporary, permanent; thoroughly efficient; unqualified; 45. "Chemist," 11 Kingsdown Road, Holloway, N.19.

EXPERIENCED Manager; Senior, Locum, good-class working; Photography, Shipping, Agricultural, Hospital, etc.; recommended. "Chemicus," 79 Cecil Street, Manchester, S.

EX-SERVICEMAN, 28, Hall qualification, requires work with Chemist, Doctor or Institution; experienced; E. London preferred. "E.", 175 Harold Road, Upton Manor, E.13.

LADY Dispenser-Book-keeper desires post (Hall qualification); 12 years' experience; highest references and testimonials. 83/34, Office of this Paper.

LADY Dispenser, qualified, experienced, requires post with Doctor or Hospital; country or sea coast preferred; anywhere. 84/30, Office of this Paper.

LOCUM; qualified; disengaged. Snoxell, Ripley, Surrey.

LOCUM, qualified, experienced in all branches, abstainer, highest references, has a few open dates. For terms, apply A. J. Paynter, 167 Winchester Road, Bristol.

LOCUM, now booking dates; highest references; terms on application. Jesse Williams, Pharmaceutical Chemist, 17 Headfield Road, Savile Town, Dewsbury.

LOCUM.—Qualified young lady; disengaged June 11 to July 9. "K. L.," 103 Dalmeny Avenue, Norbury, S.W.

LOCUM, 27; qualified; free June 18 to August 4. Wilson, 109 Hanley Road, Finsbury Park, London, N.4.

LOCUM Tenens; 30 years' qualified and wide experience; highest credentials; terms moderate; disengaged till June 16 and from July 2; any distance, one fare. Smith, 33 Albert Street, Warsop, Mansfield.

LOCUM; qualified; disengaged; experienced all branches, including Photography; dates booked. "Pharmacist," 71 Trafalgar Road, Wallasey.

LOCUM or permanency; Hall qualification; 58; abstainer; disengaged; single; active; energetic; experienced Dispenser; town or country. "Zn," 191 Great Norbury Street, Hyde.

LOCUM; qualified; 38; wide experience all branches; S.W. England preferred; would consider light temporary relief. "M.P.S.," Burnside, Windermere.

LOCUM; qualified; reliable, experienced; disengaged till June 10 and July. Smith, 113 Brudenell Road, Upper Tooting, S.W.

LOCUM; qualified; Photography, Optics; recently disposed of business; book early to avoid disappointment. Apply "Pharmacist," 55 Paisley Road, Southbourne, Bournemouth.

M.P.S. (LADY) desires post, country or sea coast; North preferred; Retail, Institution, Medical experience. Apply Tonks, c/o Lennox, Chemist, 82 Stokes Croft, Bristol.

MANAGER or Locum; qualified; good all-round experience and references. "W. S.," 18 Bickley Street, Tooting, S.W.17.

ORTHOPÆDIC INSTRUMENTS.—Man, 16 years' experience making and fitting Leg Instruments, Spinals, etc.; manage department; accustomed to shop; measuring and fitting boots, belts, trusses, etc.; take any post with prospects. Further particulars, 85/6, Office of this Paper.

PHARMACEUTICAL Chemist, 25; single; 3½ years' war service; sound theoretical and practical experience; Liverpool district preferred. M.L. 812/23/3, Office of this Paper.

PHARMACIST, 23, desiring change, seeks permanent and progressive post as Manager or Senior; Cheshire or North Wales districts preferred, though not essential; thoroughly efficient in all branches; Photography; undeniable references. Apply 83/12, Office of this Paper.

PHARMACIST, 29, tall, seeks permanent position; 12 years' varied London and provincial experience; courteous Salesman, capable Dispenser, good Window-dresser, and experienced in Photographics; previous management and buying experience; desires Branch Managership or view to succession; disengaged shortly; salary progressive. White, 11 St. Maur Road, Fulham, S.W.6.

PHARMACIST, 24, 5 ft. 9 in., with London and provincial experience, seeks position as Manager or Assistant. "J. M.," 12 Denning Road, Hampstead, London.

QUALIFIED Chemist; elderly; Hospital or Institution; 11 years' Hospital experience. "Chelsea," 22 Bramerton Street, Chelsea, S.W.3.

QUALIFIED, 25, desires change; Wholesale or Retail; single-handed branch preferred; Lancashire man. 82/38, Office of this Paper.

QUALIFIED Chemist and Registered Dentist; experienced; tall; abstainer; permanent or locum; London, Kent, Surrey or Sussex. "Pharident," 83/59, Office of this Paper.

QUALIFIED, 21, requires post; seeking experience; quick and accurate Dispenser; North of England preferred, but not essential. A. Priestley, Gladstone Street, Stainland, Halifax.

QUALIFIED; disengaged June 6; middle-aged; permanency or locum; last situation 6 years. Apply, "Chemicus," 34 Wadeson Street, E.2.

QUALIFIED; 35; tall; Cover or otherwise; over 12 years' experience. Apply, "Statim," 24 Eaton Terrace, S.W.

SMART, experienced Assistant, 28, desires permanent Part I. Minor; Dispensing, Counter, Photography; excellent references. "Chemist," 29 Caulfield Road, Peckham.

UNQUALIFIED; 37; married; excellent experience in all branches; tactful, obliging; capable of management. "D. J. W.," 21 High Street, Lewisham, S.E.13.

UNQUALIFIED; 26; capable and willing; Dispensing, Photography, Counter and Window-dressing, etc; references excellent. Apply 84/13, Office of this Paper.

WHOLESALE.

A.R.C.S., B.Sc., 1st class hon., 22; Public School education; French, German, fluent, Russian; experience as Assistant in Research Laboratories with Gas Company. M.L. 53201, Office of this Paper.

A CAPABLE Man, disengaged; first-class London Store experience; thorough knowledge Patents, Sundries, etc.; no markets for buying; Counter or Stock. R. Tyler, 84 Monmouth Road, Wandsworth Common.

AS Assistant Chemist (Works or Research), 24, B.Sc. (Hon.), Lond.; good knowledge of French, Physics and Maths 3 years' war service; willing to take any position to suit qualifications. M.L. 4467/22, Office of this Paper.

ASSISTANT, 41; married; knowledge of Optics, Photography, Surgical Goods, Wholesale Dry Salting, Pickles, Spices and Jam Making, Packed Goods; experience of Mineral Water trade, including making of Cordials, Non-alcoholic Beverages and Essences; has experience Traveller in above in North of England and South of Scotland; willing to take any position. M.L. 99264, Office of this Paper.

ASSISTANT Chemist (Works, Laboratory), 28, Public School, B.Sc. Inter. (Lond.); French fairly fluent, some German; scientific knowledge both languages; has had some commercial experience; willing to take any post. M.L. 4772/22, Office of this Paper.

ASSISTANT Manager or Secretary, 34, B.A.; married; trained in Engineering and Chemistry; 3 years' experience Government Training Department; expert training and experience in paper-making firm as Chemist and Manager; good organised and disciplinarian; excellent references and testimonials. M.L. 1606/23, Office of this Paper.

BACTERIOLOGIST and Pharmacist, 28; 5 years' war service; M.P.S.; 5 years' Laboratory experience in Bacteriology; willing to take any post. M.L. 1456/23, Office of this Paper.

BUSINESS proposition for firm with Specialities or Proprietary to be efficiently represented by two experienced Travellers working in conjunction, and covering Lancashire, South and West Yorkshire, Cheshire, North Wales, Lincolnshire, and all Midland Counties; 20 years' sound connection; well accounts with leading Wholesale and Retail Chemists; we consider one additional line on commission and part export. 83/10, Office of this Paper.

CHEMIST, experienced, desires additional work, Manufacturing or other capacity; moderate terms; travelling connections. Plews, 36 Powis Square, Bayswater.

REPRESENTATIVE for Electro-Medical Apparatus; 30; s. Victoria University of Manchester and Manchester College of Pharmacy; experience with Pharmacists and Electrical Engineers and as Electro-Medical Attendant. M.L. 109/3, Office of this Paper.

REPRESENTATIVE, 26, single, excellent appearance and address, scientific and commercial training, fluent French and German, desires progressive position with Manufacturing Chemists or kindred business. 83/9, Office of this Paper.

REPRESENTATIVE, with London and South Coast connections, experienced all branches of the trade, under Publicity and Advertising; useful man for progressive firms offering scope for ability and initiative. "Traveller," 22, Office of this Paper.

SELLING FORCE.—Salesman, 29, strong connection Cheshire and West of England, desires competitive Proprietary position on commission and expenses basis (preferred), or commission only; tactful, enterprising; excellent testimonials. 83/6, Office of this Paper.

an American Representative, experienced, 30, single, married, Square trained, seeks progressive position in the firm; can invest capital. Reply, 78/10, Office of this Paper.

ET and Pill Coater seeks engagement; 10 years' experience in all kinds of coating; single. G. Tugwell, 53 Rutland Road, Hove.

ANICAL and Research Chemist, 33, married; 5 years' service; educated Public School and Technical College; as; Chief Assistant to leading Consulting Chemist; 5 Laboratory experience; specialises Acids, Oils, Sugar, etc.; good organiser; willing to take any post. M.L. 3, Office of this Paper.

high road to higher dividends.—Advertiser, with unique experience in the right methods of presenting Packed Goods, and Perfumes, conversant also with manufacturing process a writer and displayer of readable show matter and presents free from vulgarity, sufficiently acquainted with printing processes to secure the utmost from a department to initiate a new one, invites communications from the House desirous of taking a vigorous step forward. "Do it now" (P.C.B. 37/33), Office of this Paper.

Manufacturers and Proprietors of well-known lines—Experienced Traveller, with excellent connection amongst Chemists in the area, desires additional representation, on commission and part expenses, or by arrangement. "Reliable," 83/37, Office of this Paper.

ET Specialist.—Capable man, with good all-round knowledge for manufacturing high-class Toilet Preparations, situation with firm of repute; good organiser. Apply Office of this Paper.

ELLER seeks re-engagement; experience and connection; could take up good commission. P.C.B. 38/2, Office of this Paper.

MISCELLANEOUS.

60 words; 1s. for every additional 10 words or less.

AM & TUCKNISS, Stock and Share Brokers, Bank Chambers, Blackheath, S.E.3. Established 1892. Telephone 81 Lee Green.—Shares for Sale (free of commission, subject to Allenbury "B" 6% Pfs., 20s. 4d.; 200 8% Pfd. Ord., 75 "C" 6% Pfs., 20s. 3d.; 400 Evans Lescher Ord., 15 60 Nathan 8% Pfs., 15s. 3d.; 1,000 Lever 8% "A" 2s. 3d.; 450 Plasmon Ord., 4s. 4d. Wanted (subject) to; Wright Layman Pfs.

ND-HAND CHEMISTS' FITTINGS.—We have an exceptionally fine selection of these in all sizes; prices are right, goods are in first-class condition; we shall be pleased to particulars and prices. Call or write, RUDDUCK & CO., 11 Street, London, E.C.2.

FITTINGS.—Large quantity of Showcases, Fittings for use; Silent Salesman, All-glass Counters, Display Screens, Oak Window Fittings, etc. PHILIP BS & SONS, LTD., 93 Old Street, London, E.C.1.

LIMITED COMPANY FORMATION.

Before placing your Company in other hands, get my quotation. I specialise in Chemist and tradesmen private companies and quote inclusive charge; no extras. A. B. Slack, 180 Garston Old Road, Liverpool.

RANCE Offer.—Bottles and Powders. 50 gross 2-oz. W.F. Flat Ovals, suitable glycerine or castor oil, 4s; 40 gross 3-oz. P.G. 3-oz. Limes, 6s. 6d. gross; 20 gross 1-oz. Limes, 9s. gross; 50 gross 1-oz. W.F. Mexicans, 6s. 6d. gross; 50 gross 1-oz. W.F. Bayberry Pulv., 1s. 1b.; Gelatine Pulv., good quality, 1s. 6d. 1b. Pannett & Stewarts Road, London, S.W.8.

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THE NATIONAL DRUG & CHEMICAL UNION

(Incorporating the National Association of Chemists' Assistants)

AIDS AND PROTECTS

those employed in all Branches of the Drug Trade;

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FOR DISPOSAL.

WATER BED, slightly used, condition as new; also fracture boards, £6. Hall, Chemist, Clifton Road, Maida Vale.

MICROSCOPE, 1 in., 1 in. objectives, eye pieces, condenser, £4. Clark, 27 Lydford Road, W.9.

WHAT OFFERS for 1 lb. genuine Ext. Cannab. Ind.? P.C.B. 37/4, Office of this Paper.

5 LBS. ESS. VANILLA OPT., 4s. 1b.; sample 1 oz., 3d. "Chemicus," 4 Runswick Terrace, Leeds.

MATERIA MEDICA CABINET, Student's Microscope, £2 2s. Klein, 19 Higham Road, South Tottenham, N.15.

OVERSTOCK.—15 lbs. Ext. Ergotæ Liq., B.P. Phys. Stand. Reasonable offer for part or whole accepted. Apply P.C.B. 37/30, Office of this Paper.

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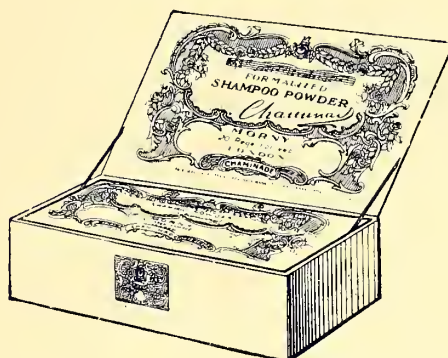
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